

# GRAIN DEALERS JOURNAL

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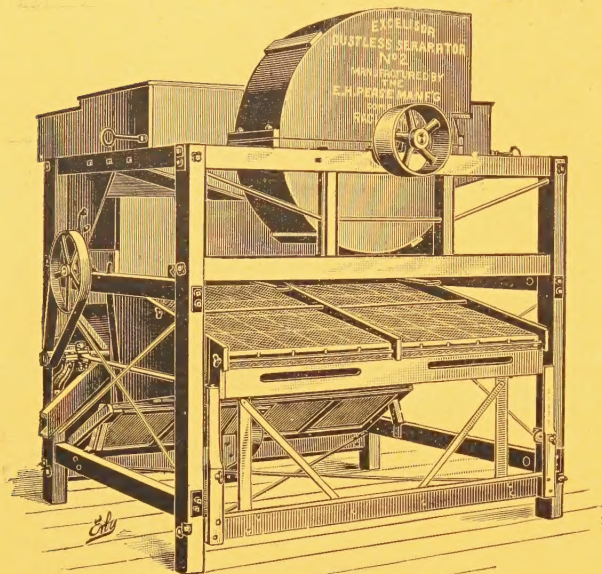
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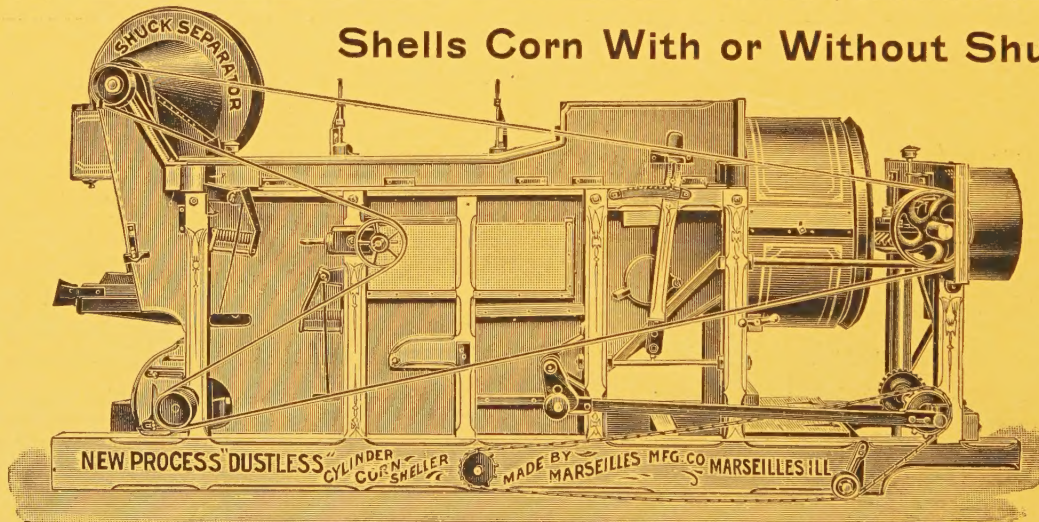
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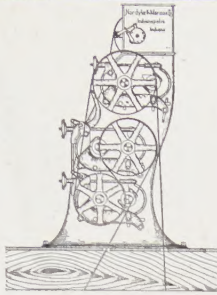
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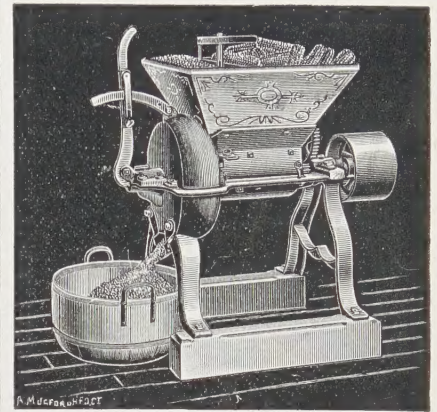
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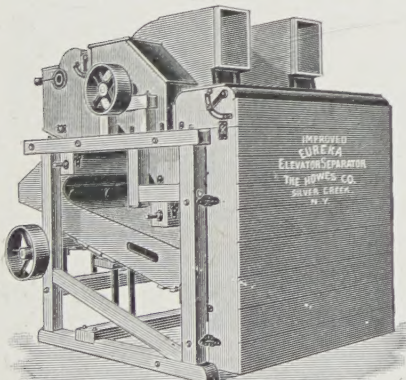
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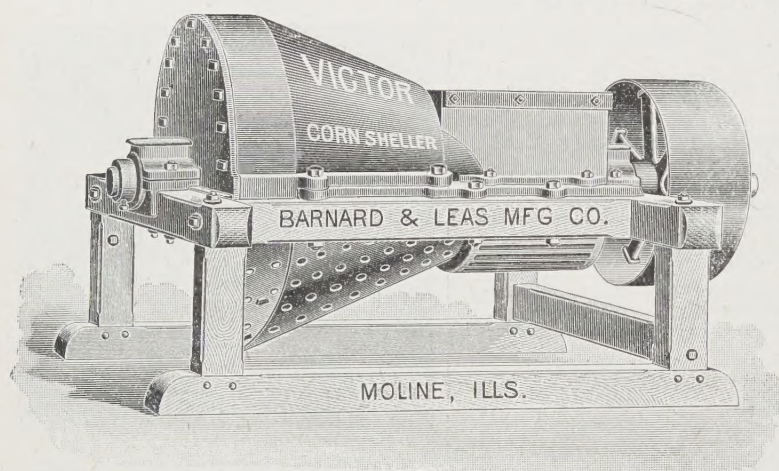
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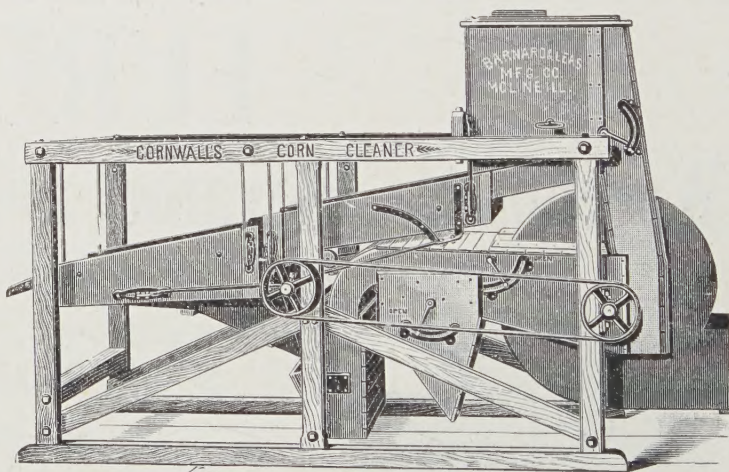
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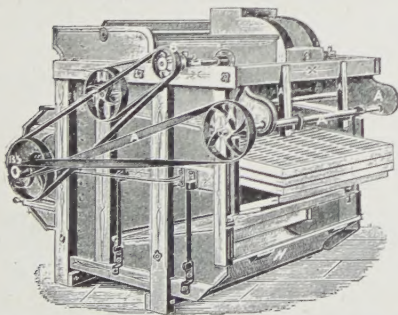
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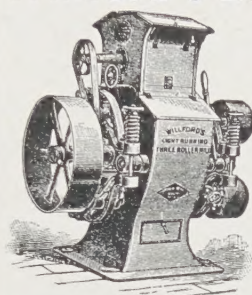
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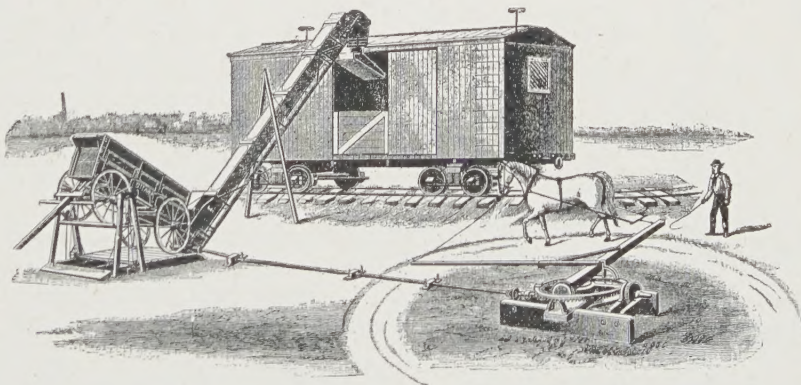
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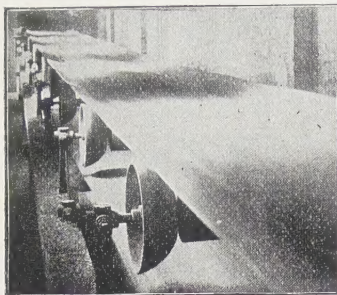
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Grain Trippers, Car Pullers, Spouting,  
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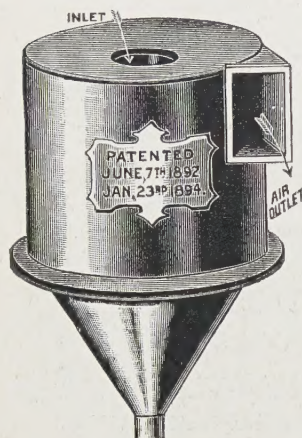
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Dust Collectors  
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These tables are printed on heavy white  
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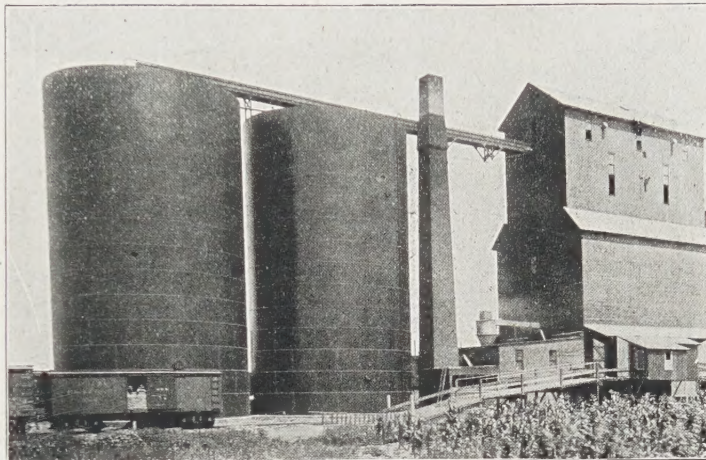
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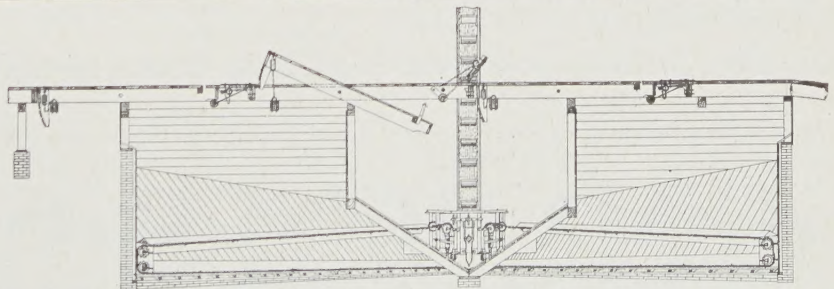
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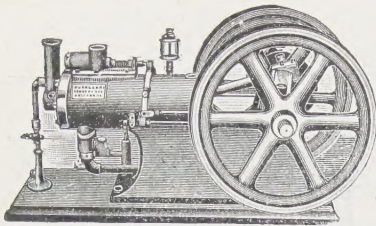
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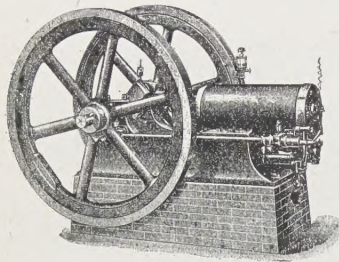
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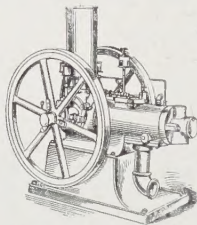
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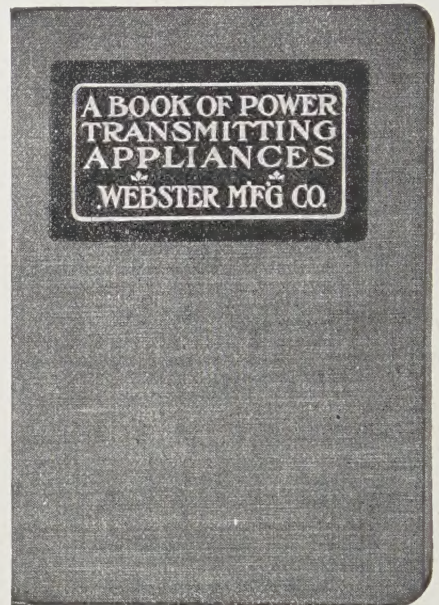


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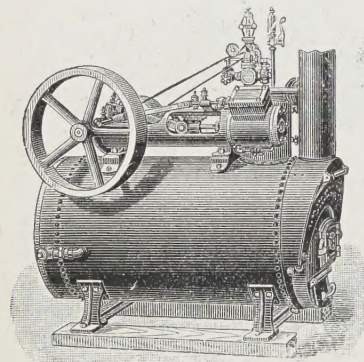


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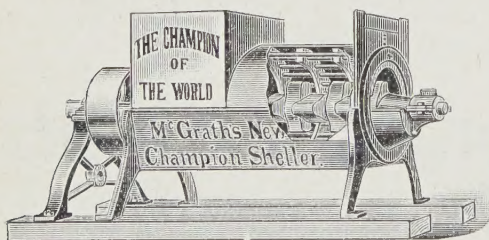
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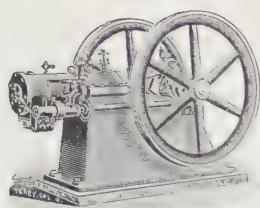
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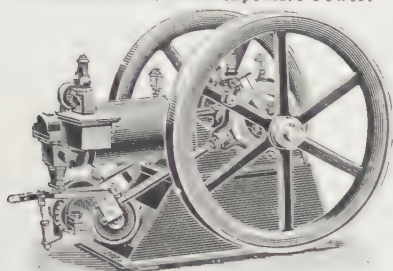
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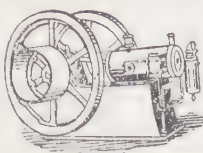
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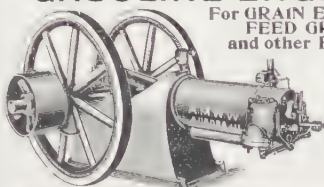
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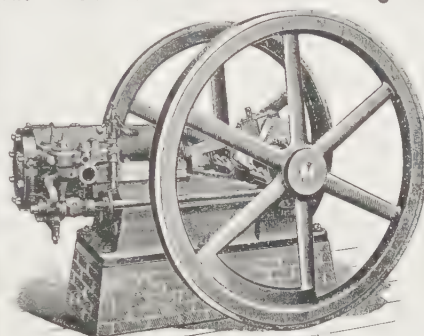
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Fully  
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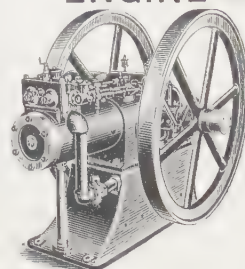
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## THE DAYTON GAS AND GASOLINE ENGINE leads all others in



**SIMPLICITY,  
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Admirably adapted  
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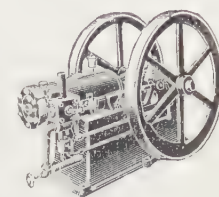
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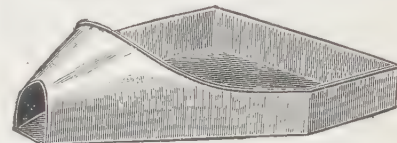
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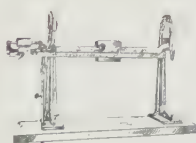
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The only Dump Scale  
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Any sized platform; single,  
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GASOLINE engine wanted, all kinds, by elevator men everywhere. Don't let yours rust away. Advertise it here and get your price for it.

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NEW and 2d hd. White & Middleton gasoline engines; guaranteed; write for prices. Detweiler, 315 Dearborn, Chicago.

SECONDHAND 20-h. boiler and engine, connections and smokestack, all in good condition, for sale. Horner Bros., Olney, Ill.

GASOLINE and steam engines, second hand, all sizes; No. 2 Barnard sheller & cleaner; No. 2 Victor sheller. A. P. Ely & Co., 1110 Douglas St., Omaha, Neb.

SECOND HAND GAS AND GASOLINE ENGINES; dynamos and motors; all sizes; guaranteed for 1 year. Price Machinery Co., 54-60 S. Canal St., Chicago.

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GOOD MILL for sale; for particulars write Box 1034, Elwood, Ind.

SITES for elevators in Iowa grain district. Address R. R. Co., Box 7, care Grain Dealers Journal, Chicago, Ill.

A BARGAIN.—The fact that you read the ads. in this department should be sufficient to convince you that your ad. would be read by others. Try it.

GRAIN SAMPLE PANS, second-hand, made of Russia iron, newly japanned, good as new, 50 cents each. G. S. P., Box 2, care Grain Dealers Journal, 10 Pacific av., Chicago, Ill.

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## FOR RENT.

IF YOU do not find what you want advertise for it here.

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## GRAIN FOR SALE AND WANTED.

BUCKWHEAT GRAIN WANTED. Address H. H. Emminga, Golden, Ill.

CHOICE lots of seed or grain can be sold at premium by advertising here. Try it.

SEEDS OR GRAIN of special grade or variety can be obtained by advertising your want here.

OATS wanted. Red rust-proof, free of Johnson grass; also big-yielding pure white oats. E. Schiff Co., Greenville, Tex.



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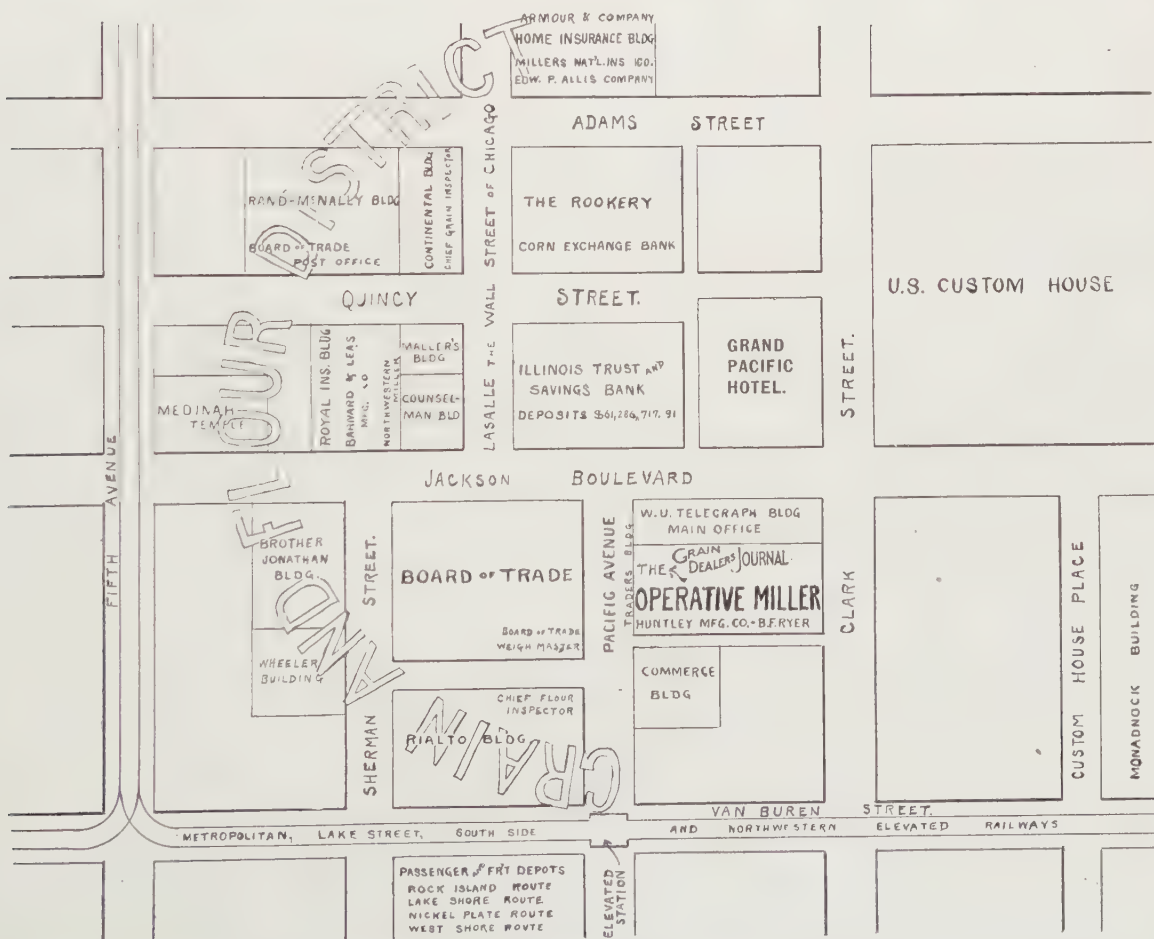
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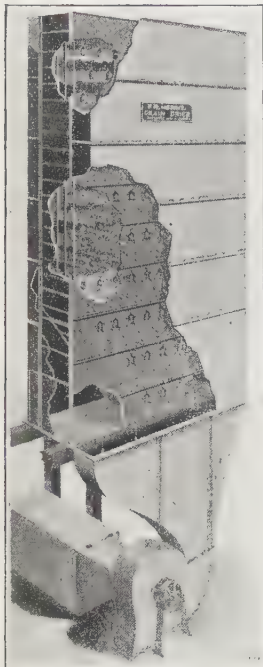
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Map showing Place of Meeting, Board of Trade, Grain Dealers Journal Office and Surroundings.



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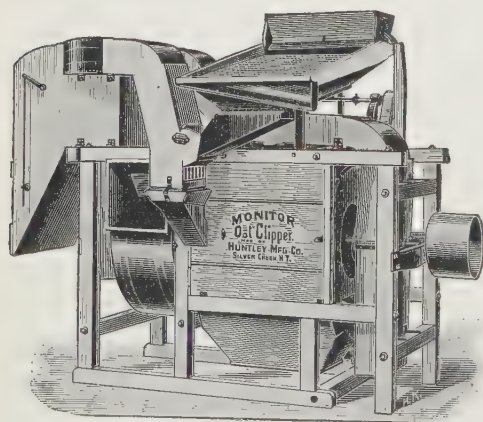
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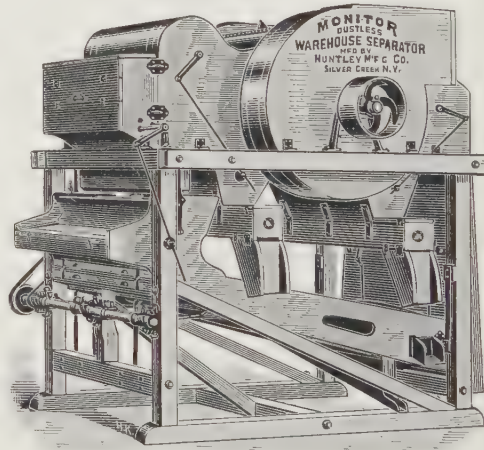
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# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month  
BY THE

**GRAIN DEALERS COMPANY.**

10 PACIFIC AVE., CHICAGO, ILL.

CHARLES S. CLARK . . . . . Editor.  
J. CARVER STRONG, Advertising Representative.  
NORMAN H. CAMP, . . . Attorney for the Company.

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Foreign Subscriptions, \$1.50 per year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., OCTOBER 10, 1899.

An improvement in weights at St. Louis and Pittsburg is expected in the near future.

Dealing in carloads is too indefinite, better measure all transactions in bushels. It is safer and more satisfactory for all.

If cars are swept at terminals in the proper way, it will be done when they are unloaded and into the receiving sink.

The rise in the price of machinery due to the unreasonable advance in the cost of iron is directly responsible for the unusual demand for second-hand machinery.

If you must take a flyer now and then keep out of the bucket shops and thereby increase your chances of getting your winnings when the market does go your way.

Will the shipper guarantee grade of grain until unloaded at buyer's elevator or will buyer be confined to 24 hours for appeals from first inspection? The latter seems to be fair.

The receiver or track buyer who bids or sends market information to farmers generally wastes his postage and printed matter as well as incurs the ill-will of the regular dealers.

When option trading is reduced to the current month and sales are backed up by delivery of storage certificates, the market will not be continually depressed by Tom, Dick and Harry's bluff.

Grain dust does not explode—at least, that is what some incredulous elevator men are disposed to say, however, an explosion occurred in a dust bin at Boone, Iowa, the middle of last month, which nearly killed one man and started a fire which did much damage to the plant. It is far better to spout dust direct to the furnace and

there burn it. It reduces the fuel bill as well as the fire hazard.

Every regular grain dealer is invited to attend the annual meeting of the Grain Dealers' National Association, to be held in Chicago, October 18 and 19. Each can better advance the interests of his business by attending than by staying at home.

There may be some satisfaction in making the other fellow pay more for grain than he can get for it, but how about your own losses? In several sections of Ohio the dealers handled this year's wheat crop for nothing and now each is blaming the other.

Investigations at Toledo as is shown by letter published in this number show that many shortages are due to weak and short doors. If you have not time to cooper your cars carefully better insist upon railroad supplying good cars and strong grain doors.

More attention to elevator heads, pulleys and bearings would surely reduce the number of fires occurring in country elevators. Scraping cups may not tear boards off the legs, but they can increase the weight on bearings of the elevator head until friction results in fire.

The "Important Decision, Through Billing, Local Rates," published in this number, emphasizes the advantage of having a man on the ground to look after your interests. The case is one which merits the thoughtful consideration of every shipper, whether he consigns or sells on track.

The car famine continues unabated. It seems to extend over more territory than any famine experienced during recent years. Complaints of delay in grain shipments reach us from all parts of the country. Some railroads seem to be worse off than others, but shippers on many of the lines complain most bitterly.

The La Rose Grain Co., of La Rose, Ill., which is noted for its frequent departure from the road usually traveled by country grain buyers, has recently issued a substitute for its Monthly Price Current, or rather its Monthly Price Current in a new form, which is decidedly attractive, as well as useful, and will surely catch most of the grain growers as well as their wives. The Company's monthly reminder for October is a neat folded card, bearing illustration of the Company's elevator on front page, with a request to the ladies that they remind their husbands daily of the high prices, correct weights and cash payments of the La Rose Grain Co. On the inside are a number of darning

needles and a paper of gold-eyed sewing needles. If the gold-eyed needles do not catch the trade, nothing will. The fact that the La Rose Grain Co. continues to advertise in this manner is ample evidence that it pays to keep after the farmers' trade.

Carelessness in the grain business is responsible for many of the troubles from which grain dealers suffer. They leave too much to be understood which should, in justice to both parties, be clearly stated in writing, and this very trouble is greatly intensified and increased by the dilatory tactics used in arriving at a settlement. Of course, oftentimes the complainant in such troubles drops his case, if the defendant procrastinates, but it is hardly the right course to pursue, and oftentimes is by far the most expensive.

Transfer and terminal elevator men find some very curious things when unloading grain from cars, though it is not likely that they find one-tenth of the articles which are hidden therein. Scoop shovels are naturally found most frequently and some of the elevators never buy a scoop shovel. They find more than they can use in the cars unloaded. Watches have been found, but there is one which was left in a Missouri Pacific car No. 5632, by an Illinois shipper, last week, which has not yet been found.

Western Indiana dealers have upon every occasion denounced the practice of storing grain for farmers, and yet no formal action has been taken by the association, until at its recent meeting it adopted a resolution recommending the discontinuance of the practice. Not one dealer has a word to say in defense of the practice, and all voted unanimously against it, yet they permit it to ride down their business—an unwelcome burden. The chairmen of the county divisions should call their members together and have each agree to discontinue storing.

At frequent intervals, reports are flashed across the wires that some elevator man has been burned up while hunting for a leak in his gasoline tank. To start with, the supply tank should never be placed in the elevator and when one is so indiscreet as to do so, it is the height of folly to go hunting for leaks in tank, with match, lantern or any other light which has an exposed flame. Gasoline does not explode, but the vapor which arises from it will explode with great force. It is much safer to have a gasoline engine encased in a small, strong brick building outside of elevator property, for two reasons: First, it makes the destruction of the



elevator by fire originating from an explosion of gasoline impossible, and reduces the cost of insurance on the entire plant. It also reduces to a minimum the opportunity for the destruction of the gasoline engine by any fire which may originate in the elevator. The saving in insurance should of itself more than offset the cost of the brick engine house.

The dirty, dark, poorly-ventilated elevator where off-grade grain screenings, clippings and sweepings are permitted to accumulate is a weevils paradise and the elevator man who revels in such conditions must expect frequent visits from this great grain destroyer, who lowers grades without care or thought for the shipper. The clean elevator which is frequently whitewashed, well ventilated and openings provided for the admission of light, will not always be inhabited by weevil, although some may be carried there in grain now and then.

A trick which could readily be stopped by the chief grain inspector of the different markets has recently come to light. A buyer received a car of corn which was graded 4 and certificate issued on that basis. He immediately sent certificate to shipper and settled with him on that basis. Upon applying for reinspection he succeeded in having grain graded 3 and obtained a new certificate of inspection for it. The shipper was not notified of the change in grade. Inspectors could throw a safeguard around the interests of shippers by refusing to issue certificates when the grade is raised until the first certificate issued is returned.

The Board of Underwriters are seriously considering the advisability of giving a rebate on insurance to owners of elevators for providing electric lamps for their watchmen. This is surely very commendable, for the old oil lanterns, which most of the watchmen now carry around the elevators, night after night, and day after day, greatly increase the fire hazard and also increase the opportunities for explosions of dust. While they are considering this matter of rebates it would seem no more than right that the Board of Underwriters should also consider the advisability of giving a rebate where the elevator owner installs and operates a first-class dust collecting equipment, which will enable him to keep his elevator clear of dust and thus minimize the opportunities for explosions like those which have resulted disastrously in grain elevators of the country during the last thirteen months. It would seem a matter of economy for insurance companies to take this step and thereby encourage every elevator

man to equip his elevator with dust collecting apparatus.

Whenever the shortages at terminals become so aggravating that the shippers rise up in their wrath and swear hair-raising oaths, they are confronted by that irritating old custom of docking shipments at terminal elevators to allow for future shrinkage. It is not fair nor just and forces a loss on shipper and carrier. The shipper should be paid for all the grain found in the car. He has to pay for it, and it is no more than common justice that settlement should be made with him on a basis of correct weights. The public elevator men very naturally maintain that they could not weigh out. True enough. They could not do so without buying grain to make good the actual shrinkage in handling, and thereby deliver the full amount for which they have issued storage certificates. This shrinkage is a natural one. No one can handle grain without shrinkage, but it is not right that the shipper should be forced to bear the burden of it. The man who owns the grain at the time it shrinks is the one who should bear the loss.

Shippers along the Big Four and the Pan Handle, in Western Indiana, have been compelled to suspend business by the inability or obstinacy of the traffic managers, who seem determined to ignore the actual requirements of local shippers along their lines in order that they may carry through business at any price. The railroad officials seem to be confident that they will haul the grain from their local stations when cars are not needed for through traffic. They seem to overlook their duty to shippers along their lines who are dependent upon them to market their grain. Many dealers who sell grain ahead have had to settle at the market difference, being unable to get any cars. The two railroads mentioned in the foregoing have been such aggravating offenders in this line that the grain shippers are disposed to bring suit for losses suffered in order to determine whether or not the railroad companies can compel grain dealers to suspend business, or if they are required by law to supply much needed cars. The case is one in which every grain dealer of the country is directly interested, and if it is brought to trial every grain dealer of Indiana, at least, should stand ready to assist with information and funds. At some stations along the Big Four shippers were unable to get cars for months until they held an indignation meeting and employed a lawyer to draft a vigorous protest against such unfair treatment. The railroad companies no doubt will ignore the rights of the interior shippers until

the courts have clearly outlined such rights and the grain shippers themselves become cognizant of the decision.

## LETTERS FROM THE TRADE

[Regular grain dealers are invited to contribute letters on grain trade subjects, for publication in this department.]

### A COMMUNICATION FROM DREYFUS.

Grain Dealers Journal: One of the biggest cars of oats ever received at Chicago was weighed at Peavey Elevator A, Sept. 25. This was N.-W. No. 7,650, consigned to Wanzer & Co. It contained 89,550 pounds, equal to 2,798 bushels, 14 pounds. Dreyfus.

### ONE INSPECTION SUFFICIENT.

Grain Dealers Journal: We would suppose the first inspection would govern the grade wherever it would go, and in fact we did not know grain was subject to reinspection. We would recommend that the one inspection be made sufficient until the grain reaches the consumer. Butler & Burleson, Clarinda, Ia.

### EASY TO BEAT SHORT SCALE.

Grain Dealers Journal: I have had some experience in the last 12 years with setting brake and backing. It is a very easy matter on a 14-foot scale to increase weight. But many get it the wrong way, set the brake and pull. I have tried it until I know that they can make from 100 to 150 pounds difference very easy. E. S. Cox, Alpha, Ill.

### BIG CAR OF CORN.

Grain Dealers Journal: We have just received the weights on a car of corn unloaded in the Keith elevator, No. 6,834, which arrived over the Alton road and contained 80,420 pounds of corn, or, 1,436 bushels and 4 pounds. Can anyone beat this for a record breaker? It is equivalent in pounds to over 2,500 bushels of oats. Ware & Leland, Chicago, Ill.

### KEEP BIDS HIDDEN.

Grain Dealers Journal: Elevator people in every direction kick about scoop-shovel men. Yet many of them are to blame for getting these irregular dealers started, by leaving bids lay around on desk or floor where the farmer or anyone can see them. Some dealers give the farmers weights of their grain on envelopes bearing address of grain buyers. Shippers would be surprised to know how many farmers write for prices on grain. Keep the cards out of sight. E. A. Grubbs Grain Co., Greenville, O.

### HOW TO AVOID SHORTAGE.

Grain Dealers Journal:—We have been keeping a close watch of our receipts during the past thirty days, and find a great number of cars arriving in poor condition, being improperly boarded. The result is, a loss of grain while cars are in transit, and one which no one can estimate.

The majority of boards which are being used are unfit, they are unsound, and not of sufficient strength to carry the load, without becoming bulged. Some grain doors are not of sufficient



height to prevent the grain from running over.

We advise shippers, first: To use only sound and perfect boards. Second: To make all doors of sufficient strength to avoid bulging in any form. Third: To build all doors at least ten inches above the level of the grain in each end of the car.

If these three items are considered, and only sound, and perfect cars are employed to transport grain, we know a good many shortages can be avoided. We write this, not from any guess work, but from our own personal investigation. Southworth & Co., Toledo, O.

#### FAVOR SHORT SCALE.

Grain Dealers Journal: We believe that if dealers will have the approaches level with scales, and the scale floor smooth, they will, by being watchful, get the best results from a 14-foot scale. Such a scale will balance a little more accurately; wind has less effect, and there is no loss from shrink of team, which we believe to be greater than the loss sustained by pulling back with team while load is being weighed.

If one is watchful he can easily tell when something besides the dead weight of load is brought to bear on scales. The beam will not balance steadily, but will bob up and down nervously. Unless the brake is set, the driver cannot make over 20 pounds difference on a properly set short scale, having a perfectly smooth floor. Weimer & Son, Rosewood, O.

#### SHORT SCALES MORE SATISFACTORY.

Grain Dealers Journal: Without going into a long discussion as to the relative merits of 14-foot and 22-foot scales, it is fair to assume that if the 22-foot scales possessed the advantages claimed for them by parties, who would not listen to a salesman that urged the purchase of an ordinary 14-foot scale, there would be very many more 22-foot scales sold. As it is, the 14-foot scale seems to give universal satisfaction, and of course, whether the scale is 14-foot or 22-foot, when variations do occur, it is often due to the platform rubbing or binding, scale not being set level, accumulation of water or dirt in the pit, beam rod rubbing or binding, scale not being kept in balance.

If the weigher does not allow for changes in the weight of the platform (due to accumulation of mud, or increase in weight by getting soaked by rain)—by rebalancing his beam—or if the scale is set below the level of the surrounding ground, allowing the water after a rain to get into the scale, or if in cold weather the check rods freeze up or bind, or on a ball bearing scale the cups fill up with dirt, many variations are caused which might influence the owner to think that some other style or make would be better.

Considerable depends on the care given the scale, and where any trouble with a scale occurs, the disposition of some people is to feel like the party who had had experience with 2 hotels in one town. "It makes no difference at which you stop; you will wish you had gone to the other house." So it is with scales. The party who has a 14-foot scale will think a 22-foot would have been better, and the man who has had a 22-foot scale says he will go back to the 14-foot again, the next time he buys a scale, but the proportion of

14-foot scales to the 22-foot is so large, that we are satisfied that the former prove satisfactory to the great majority of users. Standard Scale and Fixtures Co., St. Louis, Mo.

#### DELAYED REINSPECTION UNFAIR.

Grain Dealers Journal: The practice inaugurated by some of the track buyers of Chicago, of calling for reinspection of grain 5 to 30 days after arrival of grain, we consider a very unfair way of dealing with the country dealer.

In the first place, the country dealer is not responsible for cars standing 5 to 30 days on track before taken to elevator. Second, many of the cars we are obliged to load with grain have leaky roofs, or holes and cracks in the sides, and doors that may admit enough rain or snow to change the grade. According to grading rules the poorest sample in the car governs the grading. Third, it affords a fine opportunity for the dishonest to run in some grain of lower grade, so as to doctor the grade when it goes into the elevator.

We think that the country dealers ought to protest vigorously against the practice. Ericson & Larson Co., Story City, Ia.

#### EVILS OF UNRESTRAINED COMPETITION; BENEFIT OF UNITED ACTION.

Grain Dealers Journal: While recovering from the effects of a contest with physicians and surgeons my critical spirit was awakened by reading the following in the Grain Dealers Journal of August 25, and I wondered where the Journal man got his experience in buying grain:

"A second bid for a farmer's grain makes the seller dissatisfied."

"The buyer who stays in his own office is not often drawn into a bidding contest."

A mind weakened by age or bodily affliction is easily reverted to the past, and as I read the above expressions of the Journal my mind went back to the years when I was a hustler for farmers' grain in a western town. Again I lived the sharp contests with competitors in both buying and selling grain, for in those days there were no grain dealers' journals or associations, and profits were sought more in judgment and skill in grading and disposing of grain than in bridling competition in buying it. Scoop-shovel men were more numerous then than they are now, and every commission man was a farmer's friend. But such petty and bungling competition was as nothing compared with the strife between a dozen or more veteran dealers. The former was play, while the latter was the kind of work by which men rise in doing well.

From reminiscences of strife due to unlimited competition my mind turned into more peaceful ways, and scenes born of The Journal's ideas as quoted passed in review. I fancied I saw a country grain buyer reclining in his office and surrounded by farmers soliciting him to buy their oats. To all entreaties the buyer answered, without looking at their samples, "Give you fifteen cents; only one price." As this was a repetition of the experience in other grain dealers' offices the price was accepted, and heavy No. 2 white oats were dumped with meaner qualities and sold to a Chicago public warehouseman for No. 3 white. There was nothing in this transaction likely to live long in an

old man's memory, for in old age men dream of former strifes, of conquests, of heroic actions, essentials to advancement and manly greatness.

But the scene changed. A man with a shovel and muscle appeared and bought the farmers' oats. The "regular" grain buyers for miles around were aroused to action. The state grain dealers' association resolute, and trade journals proclaimed a boycott on all who did business with the presumptuous intruder. His character and credit were assailed, and at last he was driven from the field by the fierce agencies in opposition.

Again the scene changed. The brief war was over. Again the "regular" grain dealer rested in his office, and again he was surrounded by farmers with oats to sell.

"Fifteen cents; no more, no less."

"But they are heavy No. 2 white oats."

"Don't care; only one price now."

Apparently, the only essential lacking for supreme contentment was a slave to fan him when he slept. E. W. Burdick, Chicago, Ill.

## ASKED AND ANSWERED

#### WHO HAS WINTER BARLEY?

Grain Dealers Journal: We would like information as to where we can procure winter barley, as we desire to purchase same at once if we can. We shall appreciate very much indeed any information in this respect. T. W. Wood & Sons, Richmond, Va.

#### PURE OATS SEED?

Grain Dealers Journal: Where can we get a few cars of pure red rust proof oats, clear of Johnson grass? We want to improve on oats in this section. Where could we get pure white oats, best yield? E. Schiff Co., Greenville, Tex.

Rail shipments of grain, flour and provisions from Chicago, east bound, during the week ending October 7, aggregated 143,228 tons, against 48,234 tons during the corresponding week a year ago. This breaks all records of the year.

The export demand is increasing at such a rate, especially for corn and oats, it will, in our opinion, result in higher average prices for the products of the farm. The exports of oats last week were 4,000,000 bushels, the largest on record. Think of it! And when you compare this with only a few years ago, in 1895 for instance, when the total exports of oats for that year were only 570,000 bushels, it is indeed almost beyond belief.—Ware & Leland, Chicago.

Ware & Leland, Chicago, Oct. 4: The weak feature apparent to us at present in corn and oats is the falling off in the cash demand. The high premiums which have prevailed have almost entirely disappeared, and indications are new corn will move rather early. It is now being offered freely from Kansas and the West for this month's shipment, which will have its effect for the time being. With an improvement in the cash demand the market will respond quick enough, as the general opinion now is corn will rule at an average higher price than was expected some time ago.



## IMPORTANT DECISION THROUGH BILLING; LOCAL RATES.

A case was brought before the Arbitration Committee of the Chicago Board of Trade recently, which is of considerable importance to country grain shippers, and illustrates clearly the advantage of consigning grain to commission houses, and to those who look after the interests of their country shippers at all times. The complaint was made jointly by Messrs. Ware & Leland and the Calumet Grain & Elevator Co. It was brought in the name of Ware & Leland against the Weare Commission Co. and was understood to be a test case. For that reason all the receiving houses were interested, as the outcome meant considerable to the country shippers, whom they represent.

When the case came up before the Arbitration Committee, Mr. E. G. Heeman, representing Ware & Leland, outlined it to the Committee in the following clear statement:

Arbitration Committee, the Chicago Board of Trade.

Gentlemen:—The case before the committee for arbitration is between Ware & Leland and the Weare Commission Co. I represent Ware & Leland. It involves the terms of sale of two cars of oats, which were shipped on September 5th and September 8th, over the C. & E. I. railroad, and arrived on September 6th and September 12th. The difference in dispute amounts to \$18.01, or two cents (2c) per hundred. The amount involved is not, however, so much the issue as is the principle, or the proper way to construe through billed or published tariff rates when pro-rated by two different roads. I sold these particular two cars of oats to the Weare Commission Co. on through billing. On August 1st, 1899, the rate on oats from Chicago to New York was 17c per hundred, which I know the opposition in this case will admit. The C. & E. I. railroad issued a tariff, of which I have a copy here, No. 11724, dated August 1st, 1899, showing they pro-rated with the Eastern roads, on basis of this 17c rate on oats. These two cars originated at what are called "100 per cent. points," meaning, they take the Chicago rate to New York, provided the grain is sold to go on through billing. The scale of rates on a percentage basis runs from 100 per cent. to as high as 122 per cent., depending on the distance from Chicago. This tariff remained in effect until September 18th, as shown by another tariff I have here, No. 11818, stating it cancels No. 11724, which I have previously referred to.

It is stated by the Weare Commission Co. that on or about September 4th, certain Eastern roads reduced their local rate on oats to 15c per hundred—mind you, I say local rate. The C. & E. I. railroad did not pro-rate with this reduced rate, but, instead, notified the Eastern roads they positively would not do so, as I will show by a letter I have here from them, or, rather, they say no change was made in their rates from August 1st to September 18th, 1899. This, I claim, left the through billing rate just as it was since August 1st, until September 18th, as there was no change made by the Western roads in their rates. Now, the Weare Commission Co. claims that, as certain Eastern roads reduced their local (I again say local rate) to 15c on oats, we must meet it on oats sold to them on through billing—in other words, allow them this 2c per hundred, or the reduction on the local Eastern rate on oats. I think not, as the Western roads have nothing whatever to do with the local Eastern rates in effect at any time, only such as they pro-rate with, and then their earnings are based on a percentage of the through rate, from the original point of shipment to the Eastern destination.

If the claim of the Weare Commission Co. is correct in this case we, and all the receivers, will have to meet any local rate the Eastern roads might choose to put in. For instance, if the Eastern roads had reduced their local rate to 10c per hundred, instead of 15c, we would, according to their argument, have to deduct all above that, which is simply absurd. I care nothing about what the local Eastern rate may be at any time, only such as the Western roads pro-rate with. They have the right to refuse to pro-rate with any local rate the Eastern roads may put in, or withdraw

at any time, any tariff they may have in effect.

Had the Weare Commission Co. bought the oats of me local, instead of through billed, it would have been another matter entirely, and the grain could go East at any rate the Eastern roads might choose to take it for; but, and I wish here to impress upon you, that had they bought it local, they would have had to pay me quite a little more for the oats, as the Price Current of the day the sales were made will show, of which I have copies here. It looks to me as though their intentions were to buy the oats at a through billing price, and at the same time try to get the reduced local rate East, thereby making at both ends. Or else, they knew full well that the C. & E. I. railroad did not meet this 15c rate, but want us to meet it, and they certainly must have known it, as no such tariff was ever issued by the C. & E. I. R. R. Co.

I intend to prove by any number of witnesses here (receivers as well as shippers) that it was understood by all, the Western roads did not meet this 15c rate, and that all, or nearly all, of the shippers were making their sales East, and purchases on the market here on through billing, on the basis of the 17c rate in effect from August 1st to September 18th, 1899. To show you that I am right, I will state, and it will so be shown in the evidence, that practically all, if not all, of the shippers paid their bills on the basis of this 17c rate until only a few days ago, when this matter came up, thereby admitting they were figuring and bought the oats on basis of the 17c rate on through billing.

Now, as I stated to you before, the amount of my claim or the matter in dispute on these two cars amounts to only \$18.01, but it means much more. It means that every car of oats shipped between September 4th and September 18th, over the roads in Illinois and Indiana, which permit through billing, will have to be settled the same way, as this is considered a test case. It may mean thousands of dollars, and is a very important factor for this committee to decide. We cannot consistently charge it to the country shipper as he will be able to show just as I have here, that his road never issued any tariff pro-rating with this 15c rate, then why should we, or any of the receivers, who represent the country shippers be compelled to meet it?

There appeared to testify almost fifty witnesses, representing the receivers as well as the shippers, mostly shippers, and the evidence showed, as outlined, that the witnesses to a man, understood there was no change made, in the through billing rates from Illinois points in that time. In other words, the Western Roads did not prorate with the Eastern Roads, when they made the reduction in their local rate of 15c on oats, consequently, all oats sold on through billing must go on basis of the 17c rate from Chicago to New York.

The Committee after careful consideration decided in favor of Ware & Leland. The outcome was a victory for the receivers, and for the country shippers. Had the case been decided the reverse from what it was, it would have meant that 2c per hundred more, equal 5/8c per bushel, would have to be allowed on every car of oats that was shipped on through billing from Sept. 4th to Sept. 18th over the C. & E. I. R. R., the I. C. R. R. and other roads in Illinois, which permit through billing. It involved possibly many hundreds of cars, and for that reason, was of the utmost importance to the country shipper. It has practically decided forever, that no matter what reduced local rates the Eastern roads may make at any time, they do not affect existing through rates, unless, the Western roads prorate with the local rate the Eastern roads put in.

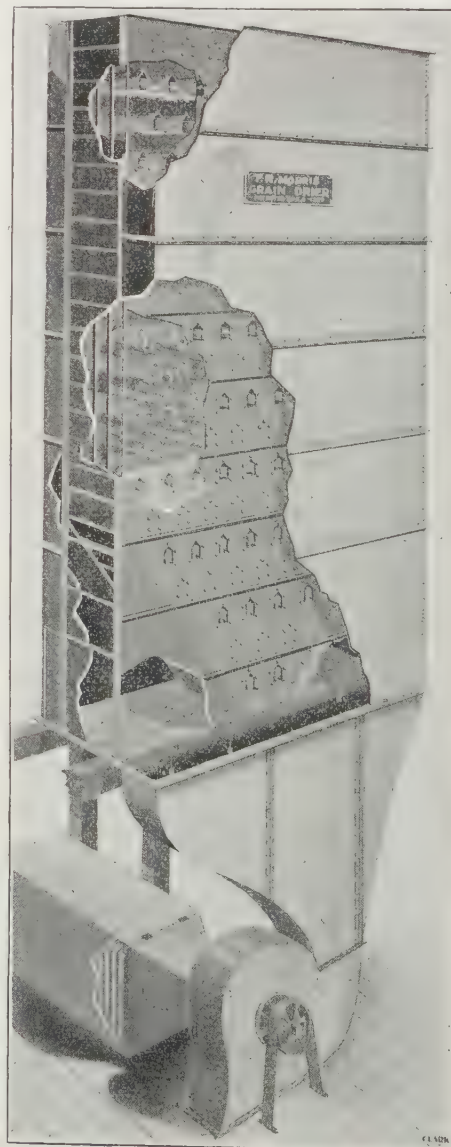
One peculiar feature was, nearly all the shippers settled on basis of the 17c rate, thereby acknowledging they understood and expected when they bought the oats to pay for them on the 17c basis, but when this question came

a number of them threatened, in case of a decision in favor of the Weare Commission Co., to send in their bills for 2c per hundred, which would have meant, that much out of the pockets of the receivers here, or the country shippers.

It looks as if they hoped through some technical point to get a decision in their favor by the Arbitration Committee and make 2c per 100 more, or 5/8c per bushel on oats, than they had calculated on. This is more than the commission charged by the receiving houses, and is more than shippers could make in handling grain any other way. Fortunately, however, the case was handled by Mr. Garland of Garland & Co., shippers, who acted as attorney, the committee decided in favor of the receivers, in such a very short time, that the question will probably never be brought up again. Evidently shippers profit by having some one to look after their interests.

## THE MORRIS GRAIN DRIER.

Grain to be in marketable condition must be thoroughly cured, for unless it is so it often heats, sweats and fails to grade. During past seasons there has been much complaint on the part of foreign grain buyers regarding condition of grain imported from this coun-





try, but since the installing of grain driers in our elevators these complaints have become less frequent, and now when grain is bought for export, dried grain is generally specified.

The accompanying cut shows a Morris Grain Drier built by F. R. Morris, of Milwaukee, Wis. This drier consists of a steel shell through which passes transversely a series of screen covered air ducts, so arranged as to be equi-distant apart, one series above another. Air is forced into these at sufficient pressure to overcome the resistance which the mass of grain lying between and around the air flues, offers to the free passage of air to all parts of drier. These air ducts are made from heavy steel wire molded over a strong iron frame and are bolted transversely inside to the steel shell so as to withstand any pressure of grain. There is a perforated lining along the blank surfaces of the shell; the air passing into the perforated air ducts is forced out and upwardly through the grain in every direction, and through the perforated lining in behind the grain, thus reaching every portion, so there is scarcely a kernel of grain inside the drier that is not reached by the air.

This drier has but one place of discharge, all the grain being brought to a common center. In discharging it cleans itself completely. The shell has direct connection with the fan. The air is heated by drawing it over steam coils, with the fan, which forces it up through the grain. This drier insures an even and rapid ventilation through the grain; it is strictly fireproof, being constructed entirely of steel and iron. It has the approval of the Board of Underwriters and can be placed in or near an elevator without increasing the fire hazard. This drier is being used with entire satisfaction by the Milwaukee Elevator Co. and Armour Grain Co., at Milwaukee. A new Morris drier is now being placed in a Minneapolis elevator.

The steamer F. R. Buell with 50,000 bushels of wheat struck on a rock in St. Mary's River. To release the boat 30,000 bushels were dumped overboard, the remaining 20,000 bushels being sold at lower lake port for 12½ cents per bushel.

The Terre Haute & Southwestern Railroad Co. has been incorporated to construct a line from Terre Haute west across the state of Illinois to a point on the Mississippi River in Alexander county. The headquarters of the company are at St. Elmo, Ill.

Indiana grain shippers who are so unfortunate as to be located on the Big 4, look with envious eyes upon the large cars taking grain from Chicago right by their elevators at a lower rate than they would pay. How very patient are these Indiana would-be shippers.

Lake vessels will be kept running as late as possible this season, the high rates being a strong inducement to fight the ice. Vessel interests are considering the employment of powerful ice crushers to keep open the connecting channels of Detroit and Mackinac.

The Canada Atlantic Line has purchased the steel steamers Arthur Orr and George N. Orr for \$450,000 from Captain C. W. Elphicke. By July 1, 1900, the Canada Atlantic extension to Quebec will be finished, and large freight houses and elevators will be constructed and a line of ocean steamers put in operation.

## ANNUAL MEETING GRAIN DEALERS' NATIONAL ASSOCIATION.

The preparations for the annual meeting of the Grain Dealers' National Association which will be held in Chicago, Oct. 18 and 19, are progressing very favorably and the prospects are that the attendance will be larger than at any preceding meeting.

### WEDNESDAY MORNING.

The directors will hold a meeting to hear complaints and to dispose of current business.

#### Committee Meetings.

### WEDNESDAY, 1 P. M.

Address by President Warren T. McCray, Kentland, Ind.

Report of Treasurer Charles S. Clark.

Appointment of committee to Audit Books of the Treasurer.

Appointment of Committee on New Members.

Appointment of Committee on Resolutions.

Appointment of Committee on Nominations.

Report of the Secretary, Charles S. Clark.

Report of Committee on Shortages—N. S. Beale, Tama, Ia.

Work of the Western Indiana Division of the G. D. N. A.—E. H. Wolcott, Wolcott, Ind.

Work of the Grain Dealers' Union of S.-W. Iowa and N.-W. Missouri.—G. A. Stibbens, Coburg, Ia.

Work of the Nebraska Grain Dealers' Association.—A. H. Bewsher, Omaha.

The Ohio Grain Dealers' Association.—J. W. McCord, Columbus, O.

Why Country Elevator Men Are Entitled to a Loading Fee.—B. A. Lockwood, Des Moines, Ia.

Short Weights at Terminals; Causes.—E. J. Smiley, Concordia, Kan.

How can the local, state and national associations help the railroads.—E. R. Ulrich, Jr., Springfield, Ill.

### WEDNESDAY EVENING, 8 P. M.

A banquet to Regular Grain Dealers.

Toastmaster—H. H. Peters, Chicago.

The toasts will be announced later.

### THURSDAY, 10 A. M.

Bidding Irregular Dealers.—D. Hunter, Hamburg, Ia.

Buying on Track.—G. B. Van Ness, Chicago.

Selling on Track.—H. L. Bushnell, Hoopeston, Ill.

Condition of Grain Cars Upon Arrival.—H. A. Foss, Chicago.

Object and Work of the Southern Grain Association.—Alfred Brandeis, Louisville, Ky.

Mutual Insurance.—F. D. Babcock, Ida Grove, Ia.

Overbidding in Local Markets.—L. T. Hutchins, Sheldon, Ill.

Inspecting and Handling Grain in Chicago.—E. J. Noble, Chicago.

### THURSDAY, 1 P. M.

The Grain Dealers Association of Southeastern Iowa.—E. L. McClurkin, Morning Sun.

Clippers and Cleaners in Country Elevators.—Robert Bell, Fowler, Ind.

Weighing Grain in St. Louis.—T. R. Ballard, St. Louis.

Landlord's Liens.—Norman H. Camp, Chicago.

Miscellaneous Business.

Report of Auditing Committee.

Report of Committee on Nominations.  
Election of Officers.  
Adjournment.

## GRAIN CARRIERS.

Scarcity of cars for grain shipment continues.

This year 800 miles of new railroad will be built in Iowa.

The Chicago lake grain trade is hampered by lack of boats.

Ocean freights have advanced 60 per cent in the past few weeks.

Erie canal boatmen have advanced the rate on wheat to New York to 3 cents.

Track has been laid on the Santa Fe branch from Caney, Kan., to Hobson, I. T.

The C., M. & St. P. is surveying a line from St. Paul to Superior and Duluth, Minn.

The branch of the B., C. R. & N. has been graded from Armstrong to Estherville, Ia.

The Arkansas & Choctaw has been surveyed from the Arkansas line to Durant, I. T.

The steamer Capitola Butt has engaged in the grain traffic between Running Water and Sioux City, Ia.

The Omaha, Kansas City & Eastern Railroad Co. has been incorporated at Quincy, Ill., to build from Quincy to Chandlerville.

Judge Thayer of the Federal court at St. Louis has decided that the Kansas City, Pittsburg & Gulf Railroad must maintain rates.

Work on the Columbus, Marshall & Northwestern Railroad is being pushed in Michigan. Elevators are to be built on the new line.

An elevator has been built in Germany to lift ships from the lower to the upper level of the Dortmund-Ems canal near Mecklinghoven.

Fire at Norfolk, Va., Sept. 29, destroyed the large terminal warehouse used jointly by the Atlantic Coast Line and the Southern Railway.

The Illinois Central is surveying a line between Lyle and Albert Lea, 20 miles in length, giving connection between Dubuque, Ia., and St. Paul, Minn.

Three Erie Canal boats have been sent to Chicago, it is said, for the Railway Terminal Elevator Co., for use in transferring grain from one elevator to another.

The appointment of a joint American and Canadian Commission to examine into the question of maintaining the levels of the lakes in the interest of navigation, is proposed.

At a special meeting Oct. 6, traffic officials of the Eastern lines took a step toward uniform classification of all grain. The distinctions between the various kinds of grain, which have always been made by railways, will be abolished November 1 except as between wheat and oats. Corn will be in a class by itself. At the same time the rates are raised.

Congressman Corliss of Detroit has called the attention of the secretary of war to the advisability of damming the Niagara River below Buffalo. The level of Lake Erie would be raised three feet, Lake St. Clair, two feet. Lake Huron one foot and Detroit River three feet. The cost of this improvement, benefiting all the harbors on the lower lakes, is estimated at only \$1,000,000.



### MEETING OF WESTERN INDIANA DEALERS.

The meeting was called to order in the parlors of the Lahr house at 2:45 p. m., by Chairman H. J. Caldwell, of Earl Park, who asked for a reading of the minutes of the preceding meeting.

Secretary Wolcott, of Wolcott, read the minutes of the preceding association and explained that no program had been prepared, but that several local meetings had been held and that a report from these local branches would be expected.

Chairman Caldwell: I am sorry to tell you that since I last met with you many reports of friction in different parts of the territory of the association have reached me. I was not able to be with you at the last meeting. Some go into the territory of their neighbors and pay more than the market price, just for a joke or to get grain which they know they could not get without paying

two of the committee finally got into the majestic presence of the railroad officials. They said "It is impossible to give you cars; our cars are detained in the East. You cannot get blood out of a turnip." I told them that we would have cars, or they would have to give up their charter. A road's first duty is to serve the shippers along its line. It must provide enough cars to do this or forfeit its charter. They cannot use all their cars for through grain, and that at a lower rate than we pay, and make us wait until they have no other use for their cars. It would drive us all into bankruptcy.

Another thing I wish to call your attention to is the need for a warehouse law in Indiana so we can issue storage receipts as elevator men do in other states and borrow money in any market on them. It would save the dealers much money.

Dan Fraser, an attorney, of Fowler:

month. No court would take a different view of the matter.

A few years ago a grain merchant of this district, C. W. Hartley, sued the carrier for delay and gained his point in the courts.

Another case was carried to the Supreme Court of this state by Anson Wolcott, who could not get cars. All of the railroads entering Indianapolis were represented in the defense by their general counsel, yet the Supreme Court unanimously decided that the railroad was liable for the losses suffered by the would-be shipper and must repay him any outlay for interest on money borrowed and capital invested.

A railroad of this state contracted to transport 51 head of cattle from this territory to Chicago; it delayed the cattle six hours. The carrier at the same time transported twelve cars of coal without delay. The court held carrier to be at fault and liable.



A Few of the Dealers at the Western Indiana Meeting, Oct. 3, 1899.

above the market. This is not business. We should get acquainted with our competitors. Do not attempt to get all the grain. The dealer who comes into my territory and pays more than he can afford does not command my respect. He is not on the road to a profitable business.

There is another point which must have our united attention. We must do something, perhaps expend some money. Some of the country buyers have been so heavily loaded with grain that they are almost bankrupt. The dearth of cars, the car famine has grown to such proportions that it is unbearable. The condition was bad last year, it is worse this. Unless we are able to do something soon we must stop business. I have protested to all of the officials of the Big Four. The dealers along the Big Four had a meeting and appointed a committee to wait upon the officials of the road in hope of getting cars. We tried to get a hearing with the different officials of the road and after much persistence obtained a hearing with the General Manager. Before going to Cincinnati we employed an attorney and he drew up a formal protest to the railway officials against their refusal to give us cars. After much delay

It would be in keeping with the importance of this question if one who has given special study to the duty of carriers could address you. The old law regarding highways originated shortly after commerce asserted itself. The Romans built roads, public thoroughfares through the furthestmost districts, even though Rome had no jurisdiction over the surrounding territory. The keepers of the gates along the highways were no respecters of persons. All persons had right of passage, all were equal.

Long after we had public carriers in England and the public carrier was granted privileges in the highway. That is, he was granted right of way, the private carrier had to turn out for him. In return for this concession he was required to hasten the delivery of goods. They had not exclusive use of the right of way as the little gods seem to think they have nowadays.

Indiana has a statute which requires public carriers to accept and transport commodities promptly. When any freight is presented to a carrier in any of the states, he must receive it and forward it with dispatch and expedition. He has no option as to the time. He cannot wait until next week or next

There are enough determined men engaged in the grain business in this district, there is enough money invested in the business to warrant some action to secure relief from the protracted delay in furnishing cars to you.

If I were to advise you, gentlemen, I would advise you to keep memoranda of every dollar you spend for interest, of every cent you lose by shrinkage in grain or price. Give the carriers due notice of your losses caused by their delay in furnishing cars, and of your intention to bring suit for recovery. I think you will quickly bring them to time. If not, you will be well prepared to sue successfully for losses.

H. J. Caldwell: If any case is brought against the railroad company, be it at my station or any other, I am willing to contribute \$100 to the expense of prosecution.

E. H. Wolcott, Wolcott: The case brought by my father was pending eight years and the costs amounted to over \$5,000. The verdict was for \$15,000. If you go into the courts you must expect a long and tedious fight. If my father had not been a lawyer I think he would have given up long before the case reached the Supreme Court. His lawyers advised him to give up the case several



times, but he refused. His speculative losses were not allowed, but all his claims for real losses were sustained. It was held that the carrier must provide cars for his grain.

J. B. Ross, Brookston: I suggest that we as an association consult a competent attorney and get his opinion regarding our rights in the case. I would like to see a committee appointed to look into this matter. I was pleased with the statement that we can go back six years. I had a loss last winter. I could get no cars to ship my grain, although I had a standing order for cars during the life of the contract. Finally December passed and I got no cars. I had to pay the buyer \$1,075 to make good my contract.

W. B. Boyd, Toledo: I understood that the only loss that the railroad company is liable for is the loss suffered by decline in the market.

H. J. Caldwell: The railroad company is liable for the losses on cash grain caused shipper by delay in transporting.

John B. Ross, Brookston: I move that a committee of five be appointed by the chair to confer with some leading attorney as to the rights of shippers against the corporation. Is the railroad bound to furnish cars for the transportation of grain?

Mr. Caldwell: What rights have the elevator men in the matter of securing cars?

W. W. Alder, Lafayette: We know that we have certain rights. If we leave it to a committee we only again postpone action. It is my opinion that we should employ a competent attorney to bring suit. Last year we had over seventy-five carloads of grain in Lafayette and could get no cars. The grain was delayed about ninety days. We gave notice that unless supplied with cars we would bring suit and the grain was moved out.

W. B. Boyd, Toledo: I move an amendment to Mr. Ross' motion to the effect that the committee be instructed to employ a competent attorney to select a good case to bring suit against the offending carrier for the loss suffered.

W. T. McCray, Kentland: I think it is not necessary to get the written opinion. We have a fair understanding of the case. Judge Fraser has given us a clear explanation of our rights. If we are going to bring suit, I think it would be economy to omit the opinion.

John Barnard, Fowler: I think Mr. Alder's opinion that we should employ an attorney is a good one. If the railroads knew we had an attorney they would be more careful of the way they treat us.

H. J. Caldwell: We are anxious to know our rights. If we can have an attorney to attend one of our meetings and answer questions, we would get more information in half an hour that way than from 100 opinions.

Mr. Ross withdrew his first motion and moved that a committee of five be appointed by the chair with discretionary power of employing an attorney in regard to commencing suit against railroad companies and report at the next meeting. Carried.

After a recess Chairman Caldwell appointed the following: John Ross, Brookston; A. E. Hartley, Goodland; T. L. Morrison, Kokomo; J. F. McCormick, Ambia, and A. E. Reynolds, Crawfordsville.

Mr. Morrison said he had no trouble in getting cars, so preferred a dealer with a grievance be substituted for his name.

Upon motion H. J. Caldwell, Earl Park, was added to the committee.

W. W. Alder, Lafayette: We have prepared a banquet, which will be spread tonight at 9 o'clock, after our evening session here.

#### EVENING SESSION.

At the evening session, Mr. Caldwell being absent, Mr. Alder was called to the chair and explained that the proceedings must be short and to the point as it would be necessary to adjourn to the banquet hall in a short time.

John Ross, Brookston: I am not in favor of free storage, but I wish to narrate an experience we had recently arising out of the burning of our elevator. We had 30,000 bushels of grain in our elevator, much of it in store for farmers. We had to settle with the farmers amicably or break up the existing friendly relations. It cost us about \$900 in order to do so. Some objected to paying either insurance or storage, although they wanted the full amount of their loss. Storing is a bad practice and drives away business.

Sam Finney, Attica: I do not believe in storing grain for farmers. They want to draw all the money for the grain and let you hold it for them.

E. H. Wolcott, Wolcott: Our experience has been expensive. We had much corn in store during the rapid rise in the market last season. We hedged against the stored grain, were whip-sawed, and lost \$400 or \$500 at each end of the line.

C. W. Coen, Rensselaer: We have talked about the bad effects of storing grain for farmers, yet we have taken no action. I would like to see some action taken. I am ready to stop storing.

John Ross moved that we recommend the discontinuance of storage, and the motion was carried unanimously.

Complaints were called for, but none were filed.

A. E. Hartley, Goodland, moved that the association send its Board of Managers to attend the annual meeting of the G. D. N. A. in Chicago, October 18 and 19. Carried.

Secretary Wolcott read a letter from B. F. Crabbs, of Crawfordsville, in which he said: "I have been looking forward to the meeting of the Western Indiana grain dealers with great pleasure, and expected to be present, but find that on account of not feeling well and press of business at the last moment it is impossible for me to be there. We have had a county meeting of the grain dealers and had a fair representation at the meeting, still we did not get all of the dealers out. We have arranged for another meeting during the month, at which we hope to be able to get all of the dealers in the county to be present. Everything seems to be in very good shape for the future, and hope to be able to handle this large corn crop at a fair profit."

J. B. Ross: Our experience in settling with the insurance companies may be of value to some of the dealers. Do not overinsure your steam plant. A boiler which is arched over with brick is not likely to be greatly damaged. They beat us out of \$1,400. They summed up the loss and then deducted

15 per cent. You must have a list of every stick of timber in plant. Have an architect make a draft of your house and list every piece of machinery which is placed in it. Never submit to an appraisalment. The six companies which we had been paying for insurance sent two pot-bellied hewers of wood who knew all about the construction of elevators and tried to convince us that our house was not constructed as we knew it to be. They beat us at every turn.

Adjourned to meet upon call of the chairman.

#### BANQUET.

Many invitations to a "Banquet to Men" (grain men, without respect to kind, color or belief) were sent out by W. W. Alder, DeRhodes Bros. and The Samuel Born Co., who were the hosts of the evening. The invitation specified a "dry banquet," but each guest found it very lively, notwithstanding there were "no booze interpolations."

The tables were tastefully decorated and at each plate was a menu card showing that the dealers were booked for nine heavy courses. The sixty-five grain dealers, bankers and railroad men had no sooner taken their seats than Toastmaster Ike Born uncorked his levity and talked much throughout the banquet. His introductions were indeed unique and showed careful preparation on his part. The toasts were given between courses.

Mr. Alder gave a hearty welcome to the grain dealers, bankers and railroad men, and soliloquized on the advantages of meeting together.

"Colonel Clark" called the dealers' attention to their inconsistency in adopting resolutions against storage and then within half an hour accepting enormous quantities for free storage from the Lafayette dealers.

W. R. Breckenridge, or Uncle Bill, as the toastmaster called him, talked on "Fellow Sufferers," and commended the dealers for establishing a charitable organization to protect the farmers from the rapacity of the scoop shovel men.

H. W. Moore, cashier of the First National bank, had them all guessing on the difference between a snake and a flea. The former crawling on his own belly and the flea, like the grain dealer, not being so damned particular.

The hit of the evening was the following poem by John H. Jack, agent of the Monon at Lafayette.

#### THE RAILROAD MAN.

When my gaze first fell on the mirth-provoking little invitation card that brought me to your festal board tonight I fell into a deep reverie that took me away off mentally into the realm of the muses, and before I recovered from the spell they had put my thoughts into rhyme, and I captured the verses, which with your indulgence I will read you as a "straw" pointing to my opinion of grain men in general and our local dealers in particular:

The white man's burden once described by Rudyard Kipling's pen  
Refers, no doubt, to labors caused to much-tried railroad men;  
By patrons who much grain possess—at Lafayette congested—  
And laugh when "car service" is named, a thing that's been suggested.

As here before you all I stand, the Monon's humble agent,  
I seem to see before me pass a most dejected pageant;  
The members of this galaxy, fit subjects for parades,  
Are grain men, slowly passing by, upon the road to Hades.



This punishment is meted out as justice fair and square,  
In payment for the things they've done to bring me silvered hair;  
There's Alder, and my friend DeRhodes, who deal in wheat and corn,  
Whilst slyly bringing up the rear is my Hebrew friend, "Ike" Born.

Bob Ingersoll decried the claims of valiant pulpiteers  
Upon the Hades question, and Bob held his ground for years;  
Yet were he here, one question I'd ask him, soft and low,  
"If Hades had been abolished, where'll all these grain men go?"

They purchase grain in large amounts and hold it on the track;  
They smile into the agent's face, the railroads kick his back;  
'Twixt local grain men and our boss, life a burden has become—  
Sure, 'tis enough to drive a man to use of wine and rum.

I'm almost through, yet ask you for one moment to take heed  
Of blushes that on Alder's face appear at words I read;  
DeRhodes, too, seems affected, although simulating scorn,  
But a regiment with Gatlings couldn't phase our friend, Ike Born.

For years the men I've named here have caused me sleepless times;  
I've wakened in the "wee sma' hours," aghast at all their crimes;  
Yet herewith I'll forgive their sins, the boys believe they're right,  
And a weary railroad agent bids you all a fond good night.

W. W. Alder tried to tell "What Becomes of the Grain Men," but fearing to tell them the truth, drifted away from his subject.

#### CONVENTION NOTES.

Several new members were admitted. The Grain Dealers Journal was represented by Charles S. Clark.

Samuel S. Lord, of the S. S. Lord & Co., Inc., Louisville, Ky., attended.

The only Toledo man present was W. B. Boyd, representing Southworth & Co.

The Merchants & Manufacturers' Warehousing Co. was represented by F. B. Potwin.

Who went to the banquet in a hack? Is it possible that a grain dealer is so prosperous?

The banquet was an enjoyable affair. The many who left on early trains missed a treat.

The newest thing dealers from stations along the Big Four and Pan Handle had to report was that they obtained a car recently.

Among the Chicago firms represented were Calumet Grain & Elevator Co., by Arthur Sawers and W. H. Hutchins; Milmine, Bodman & Co., by G. B. Dewey.

The Committee on Car Shortage which was appointed at the meeting will meet at the Grand Pacific hotel on the morning of Wednesday, October 18. Every member having suffered loss by not obtaining cars should immediately send a statement of his case to the secretary of the committee, A. E. Hartley, Goodland, Ind., so that it may be submitted to the committee.

Among the dealers present were: R. Alexander, Buck Creek; J. Anderson, Manson; R. L. Ashby, Ladoga; W. C. Babcock, Rensselaer; J. F. Barnard, Fowler; Robert Barr, Chalmers; D. L. Bauman, Chase; Robert Bell, E. Fowler; J. T. Boner, Wolcott; W. R. Breckenridge, Kankakee, Ill.; H. J. Caldwell, Earl Park; H. C. Clark, Oxford; C. W. Coen, Rensselaer; A. B. Cohee, Bringhurst; Wm. Donlin, Delphi; M. Duffy,

Swanington; E. W. Finch, Veedersburg; Sam Finney, Attica; W. D. Foresman, Foresman; A. E. Hartley, Goodland; H. Kerlin, Delphi; W. T. McCray, Kentland; J. F. McCormick, Ambia; Jas. R. Martin, Attica; D. M. Maxwell, Tillman; S. A. Miller, Mulberry; T. A. Morrison, Kokomo; H. Murray, Goodland; H. A. Myers and Jacob Myers, Francesville; B. Price, Crawfordsville; W. E. Rich, Oxford; H. Rommel, Jr., Atkinson; J. B. Ross, Brookston; S. G. Ross, Chalmers; T. J. Ryan, Flora; J. T. Sims, Fowler; O. G. Smith, Sheldon; J. H. Stewart, Manson; L. H. Swan, Wadena; B. Taylor, Kirkpatrick; E. Taylor and S. Taylor, Montmorencie; D. H. Thompson, Dayton; S. Van Steenburg, Talbot; and E. H. Wolcott, Wolcott.

#### TRANSFER ELEVATOR AT LAFAYETTE, IND.

Lafayette, the county seat of Tippecanoe county, Indiana, having four lines of railway intercepting its boundary, is an advantageous point for cleaning and clipping grain in transit, hence it is nat-

The steam plant which adjoins the elevator proper is housed in a brick engine and boiler room, a heavy fire wall being constructed between the engine and boiler room and also between engine and elevator. The steam plant is equipped with a tubular boiler and a 100 horse-power Corliss engine. Above the furnace are two dust collectors, which separate clippings, dust and chaff from air and drop them into the furnace below.

On one side of the elevator is a shipping and a receiving track. On the other is one track which may be used for either receiving or shipping. On each side is one receiving sink and one loading spout.

The cleaning and shipping machines are on the second floor, the house being equipped with one Eureka Clipper, one Monitor Clipper and one Monitor Cleaner. All clippings and screenings are drawn from machines by fan and delivered to dust collectors over furnace. Above this floor, in the working part of the elevator, are a number of small bins to facilitate the handling of grain, also



Transfer Elevator at Lafayette, Ind.

ural that a well equipped house has been provided for doing this work. The elevator illustrated herewith was erected six years ago by J. S. Metcalf & Co. for E. P. Knight. Later it was purchased by W. W. Alder, of Lafayette. In July, '96, he sold a one-third interest to J. M. De Rhodes and a like share to his brother, K. C. De Rhodes. Since that time the business has been conducted under the firm name of Lafayette Grain Transfer Company.

The house has been enlarged and now has a storage capacity of 135,000 bushels. Its transferring capacity is fifty carloads per day. It is a public transfer elevator, grain being transferred, cleaned and clipped for all comers. It is located on the Lake Erie & Western railroad, on what is known as the Three Mile Switch, where all railroads entering the city meet. Lafayette has a public grain inspector, L. Ludington being chief inspector. Chicago rules govern the grading of grain.

two large shipping bins. Above these bins is the distributing floor, where are two revolver spouts which deliver grain to the belt conveyor that runs over storage part, and to any of the numerous small bins in the working part. On the floor above are two Howe Hopper Scales of 60,000-bushel capacity. Above each scale hopper is a garner. The two elevator heads have the top floor to themselves. Power is transmitted to the legs by rope drives with friction cut-offs, so either leg may be run independent of the other.

The belt conveyor carries the grain to any of the twenty-four bins in storage part of the elevator, a Webster tripper being used to divert the grain from the belt to bins. All bins in the elevator have hopper bottoms, so that they can easily be emptied. The conveyor beneath bins runs on a level with the ground, the bin bottoms being built about five feet above it.

J. M. De Rhodes is superintendent of



the elevator and has charge of its operation, while K. C. Leas has charge of the office work.

### WESTERN OHIO AND EASTERN INDIANA DEALERS.

The meeting of the Western Ohio and Eastern Indiana Grain Dealers' Association, held at Greenville, Oct. 6, was called to order by President Ed. McCue, who ordered the minutes of the preceding meeting read. J. H. Royer, Secretary Johnson being absent, read the minutes, which were approved.

President McCue stated the meeting had been called to consider the new corn situation. When to begin to take in the corn, how many pounds shall we take for a bushel, etc.

At this point, Mr. Rodabaugh of Greenville was introduced.

Mr. Johnson: I would buy a little corn for immediate feeding, but would not want to buy any corn for shipping. I am not decided as to how many pounds I would be willing to allow, besides it is very hazardous now.

Mr. M. M. Smith, Arcanum, thought about Nov. 1st was about proper time to begin, with favorable weather.

Mr. Ammon thought likewise.

Mr. Leas: The opposition at Eldorado wants to begin receiving at that point Oct. 9th, but I think November 1st would be early enough to begin.

Mr. McCool favored Nov. 1.

Mr. Peter Teegarden acquiesced in this opinion.

J. N. Conger of Eaton thought time and pounds should be regulated by Price Committee, and moved that same be left with the Price Committee. Seconded by Mr. Johnson. Remarks by O. F. Kimmell. Motion carried. M. M. Smith, being on the Committee, objected.

Conrad Kipp, Greenville, moved there be a committee appointed of all that go from here to Chicago to attend the Grain Dealers' National Association to report any business this Association wishes to put before the National Association. Motion seconded and carried.

The committee appointed to attend the Grain Dealers' National Association's annual meeting in Chicago, Oct. 18 and 19, includes J. H. Conger, Eaton; Ed. McCue, Pittsburg; Conrad Kipp and J. H. Royer, Greenville; J. W. Macy and Ed. Ammon.

Others will be added to the committee.

J. H. Conger read the following letter from the Secretary of the Grain Dealers' National Association:

Greenville Grain Co., Greenville, O.  
Gentlemen—Your dispatch of the 23rd instant I find waiting me upon my arrival at office this A. M. after attending the Indiana meeting. I regret very much that I cannot be with you. I leave this afternoon for a meeting of grain dealers at Council Bluffs, Ia., where I am booked for an address on "Maintaining Friendly Relations with Competitors."

I sincerely hope you will have a successful meeting and add to your influence in behalf of effective association work.

I am pleased to inform you that dealers of all parts of the country look upon your association with envious eyes. Your good work is prompting others to follow suit. The Western Indiana Association has appointed a delegation of sixteen to represent it at the annual meeting of the Grain Dealers' National Association. I sincerely hope the Western Ohio Association will do as well. We are assured of the largest attendance we have ever had, and the program speaks for itself. It is far ahead of anything ever presented before. The Chicago dealers have subscribed liberally, so that we are assured of a grand banquet the night of the 18th, at the Grand Pacific Hotel. The Southern Grain Association has

appointed a delegation of 4, Southeastern Iowa Association a delegation of 9, Nebraska and Ohio State associations delegations of 3 each.

Thanking you for your kind invitation, and begging that you will make known these facts to members of your association, and assure one and all that every regular grain dealer will be welcome to both meeting and banquet of the Grain Dealers' National Association, in this city, October 18th and 19th, I am, very respectfully,

CHARLES S. CLARK, Sec'y.

Moved by J. H. Royer this Association tender Charles S. Clark a vote of thanks for his kind words in regard to our Association and for his kind invitation. Seconded and carried unanimously.

There were several names subscribed to the club for affiliated membership in the National Association.

Conrad Kipp made some remarks on prices, How to Maintain Them, How to Keep Your Secrets.

M. Johnson talked on the same subject.

J. McFarland: I tell farmers that I am in the Association to maintain friendly relations with other grain buyers, and succeed in satisfying inquirers.

Mr. Shueman of Covington: We have to pay varied prices. He and Mr. H. H. Bear get along well and maintain friendly relations. They belong to the Western Ohio and Eastern Indiana.

Chas. Pierce of Lewisburg: We'll not patronize a house that patronizes a scoop shovel man.

Mr. Macy explained situation; so did Mr. Kimmell.

Clay Helm: I expect to join; think the Association is very good.

Mr. Rodabaugh: The Association is very good, but it has more to accomplish. The Association is not a detriment. I think that the work should be carried on in such a way as to keep the farmers from being disappointed.

Mr. Kipp: It's the grain dealers' fault that farmers look down on the Association as a trust and monopoly. Dealers should show farmers otherwise; show them that you are their friends and quit talking association to them.

Mr. C. F. Parks: Says he is a new man, but the President calls him to order and tells the audience he has had some experience; says he will not be obstreperous with prices, etc., but cannot join until he is conversant with rules and regulations and hoped to become a member, as he thought when in Rome a fellow better do like Romans do, or Romans might make it unpleasant for him.

J. E. Leas addressed the meeting on Association Work, and the following talked on the same subject: W. H. H. McCool, Mr. Drew, Mr. Macy, Grant Parent, C. F. Parks.

W. H. H. McCool moved J. H. Royer be appointed Corresponding Secretary. Seconded by J. W. Macy. Motion carried. All who have grievances will please address them to him to present to the National Association.

The meeting adjourned to meet at the call of the President, when visiting members and others as a body went to Helm & Ries Co.'s new plant as a guest of that firm.

About 40 were present.

The Southern Grain Association will be represented at the annual meeting of the Grain Dealers' National Association by W. W. Granger of Cincinnati, W. B. Harrison of St. Louis, and Alfred Brandeis of Louisville.

## SEEDS.

Toledo rumors are that the clover seed market is being cornered.

W. H. Grenell, seed grower at Saginaw, Mich., contemplates building a warehouse.

The grade of clover seed depends solely on the quality. The weight per measured bushel is not considered.

The seed warehouse of William Henry Maule at Philadelphia, Pa., was damaged by fire recently to the extent of \$35,000.

Grass seed should be shipped in bags, never in barrels, as it is impossible for the inspector to obtain samples out of barrels.

Receipts of clover seed at Toledo were 41,114 bags and shipments 29,649 bags, during the week ending Oct. 7, against 13,865 received and 8,078 shipped during the corresponding week of last year, and 57,848 received and 12,220 shipped two years ago.

The foreign clover crop is reported by good authority to be short. Continuous rains have caused considerable damage in Germany, Austria and Russia. Less than an average yield is expected. Foreigners have been liberal buyers of seed in the Toledo market, and should American red clover be of good quality, a considerable portion will find its way abroad.

The crop of clover seed in the heavy producing states is quite uneven. Comparatively little new seed has appeared, although receipts at leading points, such as Toledo and Chicago, are increasing. Opinion of the trade as a whole is for supplies anything but burdensome and prices have recently hardened. In some of the leading counties the crop is turning out better than expected, yet as a whole prices received indicate only a moderate yield.—Orange Judd Farmer.

J. F. Zahm & Co., Toledo, O.: The biggest dealers here are not yet bidding, saying they must ship out before they can take in more. The railways insist that the receipts be moved promptly, and these dealers don't care to buy and be obliged to take it to some public warehouse and pay storage, extra cartage, etc., etc. A committee is working with the railways, and some plan will be adopted soon. While this railway business is having a good deal to do with the low grade market, the outside demand has also fallen off. Foreigners took "big chunks" last week, and probably decided to "lay off" a week.

Zahm & Co., Toledo, say: Low grade seeds have not sold very freely during the past week. One reason for this is the action of the railroads, they insisting that all small lots of seed be removed within five days, and carload lots unloaded immediately. Some of the small seed dealers had their houses full and were obliged to stay out of the market on that account. The break in futures also had some effect upon low grades, and the foreign demand has not been as good as it was last week. In fact, we feel that the decline in low grades has not been entirely on account of what the railroads have done, but was on account of demand falling off, and some of the dealers here evidently being bulls, they gave the railroad talk as an excuse. Of course, one can't always get at these things.



## MEETING OF GRAIN DEALERS' UNION, OCT. 5.

President Hunter called the meeting of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri to order at 2:40 p. m. and said as the meeting convened late the reading of the minutes would be dispensed with, in order to rush the proceedings and make it unnecessary to hold a night session.

C. M. Boynton, Creston, read an interesting paper on The Grain Dealers' Union, Its Benefits and Prospects, in which he scored many good points for the union and its officers. Mr. Boynton is an unusually modest man, hence we are unable to print his paper.

President Hunter asked if any person not directly interested in the grain business was present and explained a newspaper reporter was inadvertently admitted to the last meeting here and misreported the proceedings to the detriment of every regular dealer of the district.

A paper entitled, Advantages of Being Friendly with Competitors, was read by the secretary of the Grain Dealers' National Association, from which we take the following:

### ADVANTAGES OF BEING FRIENDLY WITH COMPETITORS.

Animosity due to lack of acquaintance, and resulting in unreasonable competition, has done more to encumber the grain trade with curious and burdensome customs than all other causes combined. In Ohio the dealers are lending bags to the farmers and paying more than they can get for the grain. In Indiana the dealers are advancing money to farmers, storing free and fighting for grain. In Illinois as in Iowa and the other states overbidding is indulged in to an unreasonable degree and profits are very small when found at all. Verbal contracts to buy grain are often made with the farmers, and if the market advances they are generally broken by the farmer and the grain hauled to a distant station, yet the dealers permit themselves to be inveigled into continuing the practice year after year without a determined effort to stop, except on the part of the fortunate members of several very successful associations. Accepting all grain as contract grade and paying for it accordingly, shelling corn free, and even hauling it to market, are other practices which cannot be classed as sensible or profitable.

There are others, but I will not stop to enumerate them. Let us see if we cannot determine the cause of these troubles and find a remedy. The one thing responsible for more of the troubles of the regular grain dealers than any other is their indifference for their competitors, generally followed by ill-feeling and animosity. Experience has shown that the grain buyer at country stations has more to gain by cultivating the friendship of his competitors than of any others of his vicinity. They err greatly when they stay away from their competitor, avoid and refuse to meet him. The dealer who acknowledges that he does not know a dealer at his own or near-by station, although they have been competitors for years (I have heard just such confessions) is making the greatest mistake of his business life. He is establishing conditions which can easily be fanned into a fight, as is often done by the avaricious farmer, who does not hesitate to tell either dealer how the other brags about running all competitors out of the field by paying high prices.

Neither knows the other and is ever ready to believe weird lies regarding the horns, hoofs and forked tail possessed by his competitor. Being strangers it is a very easy matter for the farmers or the local merchants, both of whom are anxious to get the competing grain buyers into a fight, to play upon the credulity of the dealers. Where the dealers are strangers, the rumors which reach them about the other fellow make them boil with wrath. They look with envious eyes upon the enormous trade he is reported to be getting. Each becomes prejudiced against the other, a bitter hatred follows, unreasonable competition results and the grain business of the district is conducted at a loss until a good Samaritan, like your very earnest working president or secre-

tary, comes along and gets the fighters together. Each is amazed to learn that the other is not the very image of Old Nick.

Often those very dealers go back to their respective offices and continue to avoid their competitor just as before, with the very natural result that another fight ensues. They remind me of the boy who, when reprimanded for pulling the cat's tail, sobbingly cried out: "I ain't pulling it. I'm only holding the tail; the cat's pulling it."

Each is ever ready to lay all the blame on the other fellow, and they must be expected to have this disposition until they cease to be strangers, until each makes it a point to be friendly with the other. Neither can maintain the middle ground of indifference long, he must be friendly or unfriendly.

Make the acquaintance of your competitors, talk to them whenever you have an opportunity. It will increase the respect on both sides. It will sometimes pay to trust your competitor with knowledge of sharpers in different markets as well as among the farmers. When a friendly feeling is established each will have more confidence in the word of the other than of any farmer, who seeks to incite them to a senseless overbidding contest. Lies told to one about the other will cease to be credited.

Jealousy never shrinks the fair mind of either, though the other may for the time be receiving more than his share of the grain. Each knows the other well enough to be certain that he will take no unfair advantage, that he is satisfied to get a fair share of the business at a profit. Peace and harmony prevail in the local grain market in spite of anything the farmers or the general merchants may say or do. The dealers have sufficient faith in the veracity of one another, to consider first the selfish motives which prompt the general merchants or the farmers to come to them with aggravating stories about their competitor. If the story has a semblance of truth the other will be told of the story and given a chance to explain.

No fights will ever be precipitated between friendly dealers by false rumors, nor from any other cause, unless the dealers permit themselves to become estranged. Partnerships will be formed, pools consummated and fair prices maintained throughout the year. They work together and get some enjoyment out of life as well as profits out of the grain business.

Meetings of grain dealers have done much to displace enmity with friendship and be it to the credit of the grain trade journals we have more grain dealers' associations today than ever before. For once a fair portion of the regular grain dealers are getting a living out of the business. If you are not doing so, it is time you were cultivating the friendship of your competitors.

Friendship and fair profits, hand in hand go strolling down life's business path—a pleasure path. While jealousy, enmity and large losses go scrambling, racing, fighting down Malice Alley. It is your privilege to choose either way, but it is your duty to choose the first. In behalf of peace, harmony and fair profits I beseech you to make an honest effort to maintain friendly relations with all regular grain dealers who compete with you for grain.

Secretary G. A. Stibbens, Coburg, read a paper on, How Commission Houses Wrong Regular Dealers by Receiving Consignments from Irregular Dealers, as follows:

### HOW COMMISSION HOUSES WRONG REGULAR DEALERS.

You are all familiar with the crime of 1873, but at this time we care but little about it. The crime of 1898 and '99 and of today in regard to commission houses receiving shipments from scalpers is the one we are deeply interested in. When you ask a firm to discontinue receiving consignments from a party who is not a dealer, they at once tell you they are compelled to receive shipments from any person who desires to ship to them, and this is where we take issue with them. Nearly all consignments from our section go to St. Louis, and the commission people down there tell us they are forced to receive shipments from the irregular fellows under the laws of that state.

Do you people in St. Louis or any other market stop to think, when you are receiving such shipments, that you are helping the scalper to destroy the trade of the regular shippers? Nay, more; you are more guilty than the scalper, for you are well aware the effect it has on the general trade, and your flimsy excuse in regard to

the laws will not help you out in the estimation of the regular trade. The commission house that receives this class of shipments is seeking its own ruin by tearing down and demoralizing the very trade from whom they get their support and existence.

The members of this organization have learned from past experience that they cannot afford to patronize a firm who is working against their best interests, and, furthermore, our members will absolutely refuse to do business with any house who persists in handling the scalper's business. As secretary of this association, I propose to furnish all dealers with a list of the firms who handle the scalper's business, and tell them to draw their own conclusions, and we will guarantee that they will conclude to let severely alone the house that takes the scalper's grain. A man who has his money invested in an elevator is doing a legitimate business, and no commission firm has any right to step in and help some pirate to destroy it. How long could commission merchants continue in business if they depended entirely on the trade they would get from the scalpers?

It is a mystery to us why any firm wants the business of any but regular shippers, and the few paltry dollars you get out of this scalping trade cause you to lose ten times that amount you would otherwise get from the legitimate dealers. We will give you fair warning so you will not misunderstand us: From this time on we propose to make war on any and every commission house who do not confine their business to that of the regular trade. We have no use for the commission merchant who is eternally sending his market reports to farmers and scalpers, and soliciting their trade. If your business has become so small that you must resort to such practices in order to live, better take in your shingle at once, for you have outlived your usefulness.

After commencing to write this paper I received a legal opinion from one of the best attorneys in the city of St. Louis. The first question put to him was: "Is there any law of the state of Missouri compelling a commission house incorporated under the laws of Missouri to accept and handle a consignment shipped to him, whether he wishes to do so or not?"

His answer is, "There is not." The second question put to him was: "Is he compelled to receive and sell, and account for a consignment of property of any kind, when he does not wish to do so?"

The answer is, "He is not."

To my mind this settles for all time a question that has been coming up since the organization of this union. In the past, when a commission house was asked to discontinue receiving shipments from parties not regularly in the business, they invariably came back at us with the cry, "The laws of our state compel us to receive shipments from any person." This hobby of yours having been fully exploded, we wonder what your next excuse will be. It looks very much to a man up a tree that the true reason for handling this class of shipments was simply for the commissions it paid and nothing else.

We presume you will think this is very plain language, and we are free to confess that it is, but we believe in talking plainly in regard to such matters. We want you to be honest about this; we want to know if you are with us or against us. If you are against us and will frankly tell us so, we will thank you, but we have no use for the commission houses that tell us they will give us their support, and the very first opportunity they get go right after the scalper's business.

There are commission houses in all the markets we ship to that have given us the very best of support; there are some who have not given us any more support than they were compelled to, and it is to this class we are speaking. Those of you who persist in handling the irregular trade help to create scalpers by handling their business, and the fifteen or twenty dollars commission you get out of it destroys the business of some regular dealer who has several thousands invested in an elevator. It may be that the regular dealer does not ship to you, but does that give you a license to destroy his business? You should remember that you are living in an age of associations, and the practices of five and ten years ago will not be tolerated. The country dealers all over the great west are live, energetic men; they fully realize what their local association is doing for them, and they show a determination to pull together. It would be well for you erring commission people to get in the band wagon before it is too late.

We repeat that we will furnish our members a list of the commission merchants who receive the irregular trade, and we



will also furnish the secretary of the Nebraska association with the same list, that he in turn can acquaint his members with the facts. You may not be aware of it, but we are in very close touch with the Nebraska people in all such cases. When we run up against a proposition that one organization cannot handle, we will pool our issues and both go after you, and if necessary we will ask the National to lend a helping hand. We mean to carry on an aggressive campaign in this matter and will never flinch from doing our duty.

Now we come to the country dealer, and I do not think that the homeopath or the osteopath can properly diagnose his case. We cannot state positively whether his trouble is chronic or periodical, but with some it is periodical, and it seems that if he is not in a fight with his neighbor every thirty or sixty days, he cannot live. When we think we have everything running smoothly, one of these periodical fellows breaks loose and makes trouble for the whole country. After he has jumped out and bought a large amount of grain at a high price and discovers he has a loss in it, then he sues for peace and everything will be patched up again for a while. But he soon becomes restless again, dreams of an advance in the market, and forgets the folly of the past; he has it in for his neighbor and he goes after him. Result: in a few days another patch-up.

Members of this organization, if you persist in doing this thing we will still be patching up trouble when Gabriel sounds his trumpet. We can't understand why you should expect to buy all the grain, your competitor sit idly by and get nothing. If you are reasonable you will only want a fair portion of the business. We dealers are so constituted that we will have part of the trade or be fools enough to buy it all at a loss.

We are almost ready to commence handling one of the largest corn crops in the history of our country, and how many of us are going to have sense enough to handle it at a profit? After it has been shipped out of the country it will be everlastingly too late to get the margin we are justly entitled to. If we do not know enough to buy this grain at a reasonable profit, we can assure you that the farmers will not compel us to do so. If we receive a remuneration for handling this crop, it is absolutely necessary for us to work in harmony. There is not a dealer within the sound of my voice but knows what he should do, but you haven't got the moral courage and backbone to do it. We lack that spirit of fairness in our makeup that should exist in every fairminded man. It's no use for us to try to tell you what the trouble is; you all know it; but for that selfishness of ours we would be working more harmoniously. You show by your actions in attending this meeting that you have been benefited by this organization. Then how much more would you be benefited if you were all disposed to treat your neighbor fairly.

We believe some of you think that the president and secretary of this organization are mind readers, for some of you have trouble that should be reported, but you never make it known, and if we hear of it it is an accident. Some of you as quick as anything goes wrong at your stations, advise us that the association is of no account to you, and ask what incentive you get out of it, and if you are receiving nothing in return for the money you pay out, why don't you stop it?

We venture the assertion that if we should take a vote at once on the question of dissolving this union, that there would not be a vote in favor of the proposition. You support this association and attend the meetings because you believe it is a good thing for the trade. Ask yourselves the question, Is the trade in any better shape than it was prior to the existence of this union? If we do effective work for you, we must have your very best support; if we do not receive it, we cannot be successful. We are compelled to get our information from you in regard to what is going on at your various stations, and if you do not furnish it we will not be able to know anything about it. How can we help you out of any trouble unless you inform us what the difficulty is? If scalpers are loading cars on the Burlington road, and are detaining them longer than their rules allow, report it to me and we will guarantee that the car service rules will be enforced at once. The railroad officials are giving us their support and are in sympathy with us. If they were not, they would not attend our meetings. It is to our interest to work in harmony with the railroads; it is to their interest to work in harmony with us. We feel confident that the railroad officials will protect the in-

terest of every legitimate dealer to their fullest extent.

Dealers, the most important thing for us to do is to work in harmony with each other. The question is, Are we going to do it? The whole solution of this matter depends on us. If we do not give our competitors fair treatment, we cannot expect to get along smoothly. It is very important that we be honest with each other. If our competitor puts the price up on you, don't get wild about it, but give a reasonable time to have it adjusted. We can't always send a man to your place of business the very minute anything goes wrong. Besides, we haven't always got the money to keep a man traveling over the territory; it would be a good thing if we were financially able to do so, but as long as we are not we must do the very best thing we can. We are glad, indeed, to see the receivers so well represented, and we are very certain if they did not consider these organizations a good thing for the trade they would not always meet with us. We have said nothing in this paper but what we considered our duty to say, and we have only the best of feeling for the trade in general.

We do not desire to slight the track buyer or commission house who occasionally bid the irregular dealer. Quite frequently one of the irregular fellows will wire or 'phone a track buyer for a bid on some grain and once in a while they succeed in selling. When we take them to task about it they have various excuses. Some will say that "I did not know that he was an irregular dealer," and "I lost my list; wish you would send me a new list." Others say "My stenographer bought it while I was away, and it will not occur again." We make the assertion, without fear of successful contradiction, that every track buyer who has done business in this section for one year knows the name of every regular dealer in the territory. And why not? Every one of you have had a list of them for the past three years.

When you receive a request from some one whose name is not familiar to you, you know in an instant without looking at your list that the chances are that it is from a scalper. That being true, why don't you investigate before you make an offer on his stuff? But some of you buy the grain and investigate afterwards. Now, then, if you are going to support us, and you have told us time and again that you would bid nothing but the regular trade, why don't you do it? We desire to know just where you stand on this matter, as it is of vital importance to us. When you have a request for a bid on grain from some one you do not know, why don't you inform yourselves before you make a bid? It is that almighty brokerage you are after is the reason you occasionally cause us some trouble. Does it pay you to injure the business of the dealers who are selling you grain the year round? That is just what you are doing when you buy from the irregular fellows. The only recourse the country dealer has in such cases is to stop patronizing buyers who persist in ruining their business by bidding the scalpers.

There is no middle ground in this matter; you must be on one side or the other. Remember you can't cover up any transaction you make with the scalping element, for we will learn all the facts before the grain ever leaves the station. If a scalper begins buying at some point we are immediately informed, and we are right after all such cases. The country dealers are not, and do not want to rob any one, but they insist they must have a reasonable margin, and if the country is infested with scalpers they are forced to handle grain oftentimes at a loss or allow their business to be ruined. If none of you track buyers will bid the scalpers or farmers, then we nearly always can get a reasonable profit out of the business. Therefore, we are at your mercy, and ask you to give us a fair deal. By so doing you will increase your business and you will help ours. If you do away with the country dealer your business is gone, and in the long run you have suffered as well as us. We have expressed our sentiments in this matter and we would be glad to hear from you.

E. F. Catlin, St. Louis: I think the work of the association has been well covered by Secretary Stibbens. As a commission man I try to confine my bids to the regular dealers. Sometimes I get over the traces, but Mr. Stibbens calls me down sharply and I get back quickly. The work of the union has resulted in good to the regular shippers

as well as to the receivers. I do not want to handle shipments of scalpers, as I generally lost by it. Very few, if any, St. Louis merchants handle shipments of the irregular shippers. As we are now on the verge of a large corn crop I think the association members have additional reasons for standing together. St. Louis commission men are in sympathy with you and wish you success.

Jim Parrott, St. Louis: After asking the dealers, Where am I at? read an interesting communication from Theo. P. Baxter, of Taylorsville, Ill., from which we take the following:

#### MR. BAXTER'S LETTER.

The invitation sent out by Mr. Stibbens carries with it the thoroughness with which his association has been working, and the accomplishments attained without question. I note that he gives as one of the special things to receive attention that day a certain class of commission houses, and this element has been one of the most difficult things to manage. I believe that association has solved that problem, and I hope that you will explain to the good people in the meeting its workings. I mean the work that Mr. Tyler and I accomplished in your city two weeks ago; to furnish the receivers and commission houses of each of the markets a list of association members, and also a list of legitimate dealers with the agreement to keep these lists corrected up monthly; defining the territory by railroads, which will be of great value to the receivers. It will be reliable. We expect also to furnish a committee to arbitrate disputes between receivers and any members or dealers included in our lists.

The next important thing in the association work is the thoroughness with which difficulties arising at stations or in small localities can be taken care of. I enclose you copy of an amendment to our constitution which provides for the establishing of local divisions under charter issued by the association. These local divisions organize and meet monthly; they elect officers and pay small dues. These officers consist of president, vice-president, secretary and treasurer, and a grievance committee. Grievances are received by the secretary and passed to the committee. The committee goes promptly when called upon, either as a committee or a part of it is to go and call upon any other members to assist. We also have an understanding with our state secretary that we can call upon him for the assistance of one of the traveling secretaries. We now have two traveling secretaries, and while this work has been going on only about two months we find great good is coming as a result. We have a great many members who cannot approach a neighbor and fix up their grievances. This work must be done by some one else, and when it is done then the individual member realizes that the association through its workings has done him some good, and he appreciates it and realizes that he has been well paid for the small outlay he has been in paying dues. He becomes satisfied and in many instances enthusiastic, and goes to work.

The next important feature in this work is to approach the railroad officials and in a spirit of friendly relations sit down, have a friendly talk, and show them that the interest of the railroad company is that of the dealer; that the railroad owes a great deal to the dealers. They have invested a large amount of capital in property worth every dollar to the railroad company that it costs. The dealer becomes a solicitor for the railroad at his own expense. These properties and these dealers are everything to the railroad that they could be if they owned them in fee, and therefore the railroads owe a moral as well as a business obligation. It does not take a fair-minded official long to see that in many cases they have been short of duty to the grain dealer by encouraging the scoop-shoveler rather than by joining hands with the dealer and undertaking to share the fight in order to eliminate him and to meet his deviltry.

Mr. Parrott then read the following, the product of his own pen:

#### GRAIN TRADE ABUSES.

No trade is more honorable and few are older than the grain trade. It dates back long prior to the beginning of the Christian era, to a time when modes of transportation were crude and limited; to a time when railroads could not well be ac-



cused of discrimination—there were none; electricity and steam were then unknown—to a time when barons did not control it for selfish and personal ends; to a time when terminal elevators owned and operated jointly by transportation companies on the one hand and—well, let them be nameless, on the other, had not the power to dictate and control the trade in its entirety, were not empowered to say what your grain shall grade, nor what amount of it they shall appropriate as their own and what they shall allow or pay you for the balance, hence manipulation, liquidation, etc., of today, at that time unknown. Transactions then contemplated actual grain, not wind.

And yet in that early day, 1,700 years before the coming of Christ 3,600 years or to be exact, 3,606 years ago, during the time of Pharaoh's reign, there was at least one grain dealer whose operations were only limited by the amount of grain produced. The Scriptures record one Joseph, the son of Jacob, he of the coat of many colors, as a dealer who cornered or rather garnered the food product of the world, collecting and holding the surplus, one-fifth of seven years of plentiful crops, only to redistribute it again during the seven years of famine that followed throughout the land. Was greed the incentive? Verily, no! And to his actions at that time do you owe your existence and occupation today. Success guided by the hand of the Almighty, attended his every move. How different the fate of the modern Joseph, he of the massive business chin. The one succeeds because of the motive, the other fails for the same reason, but the motives widely at variance, the one in the interest of humanity, the other, you may name it. Another Scriptural quotation perhaps applies to him, Proverbs 11:26, and reads: "He that withholdeth corn, the people shall curse him, but blessings shall be upon the head of him who selleth." The business as conducted, then honorably, though in a primitive way, can be conducted just as honorably today; it is a line of trade in which there is less incentive or excuse for trickery or deceit than in any other.

There may be some excuse for a merchant to represent a garment to be all wool and well made, a piece of cloth as fast colors and non-shrinkable; his coffees, teas and spices to be of certain brands and pure, in order to effect sales, but there is no excuse for such methods in your calling. It is an open book, grades are established, perhaps varying somewhat in the different markets; this difference is easily ascertained. The quotations of the markets of the world are open to you and the same facilities and quotations are open to your patrons; all are on an equal footing; hence deceit is unnecessary and uncalled for. You are entitled to a reasonable compensation for time, labor and money expended and invested in your business; a reasonable margin is justly yours; you don't want more and should not accept less. Your patrons should not ask nor expect it. The grain is theirs, the time of selling their option, the price their incentive. To induce them to sell sooner, undue influence must be exercised. By waiting patiently, biding their time, you buy it with justice to them, to yourself and to your competitors. To do otherwise can only result in injury to the trade.

Your office is your place of business and that the place in which to transact it, no one ever made and succeeded in keeping money by forcing purchases; he may have succeeded in making an occasional trade that indicated profit at the time, but the demoralization that resulted from it proved a loss in the end.

Relative to associations, not less honorable than the trade itself, though of later origin, it has been asserted, perhaps often, that they are a species of trust antagonistic to the producer, formed with a view of controlling the trade and for selfish purposes, wholly in the interests of the dealer. Such could not be further from the truth. Your interests and theirs are identical, what benefits you benefits the producer. Whatever you may have thus far gained by united endeavor they have gained; what you may gain in the future will be theirs.

Let it be in reducing the cost of handling, lessening rates of transportation, lessening terminal charges, lessening shrinkages and stealings no matter where or how attained, it accrues to them, adds dollars to their pockets, not yours, all beyond a reasonable profit, and thus, justly yours, will go to them. Even were you inclined to withhold it, competition will place it in their hands; the history of the trade confirms this. Few country grain dealers have attained a competence, none riches, nor will they ever. Competition is the regulator and your patrons the benefi-

ciaries; hence, rather than antagonistic they should be your staunchest supporters, and will be, when educated as to your motives. By working in unison, ably assisted by your efficient officials, you have already accomplished much worthy of commendation, but this is only a beginning, the great work is yet to be done. Work in which you are vitally interested, which concerns you and yours, more so, if possible, than it does us who are at the other end of the line. Abuses exist which must be corrected, abuses which dig down deep into your pockets and through yours into that of your patrons. Abuses perpetrated by railroads, by terminal elevators, public or private, by track dealers and too often by individuals, your trusted agents. You, in every instance, the loser. The question of overcharges, trackage, reconsigning and of special privileges, that of special rates, rebates, etc., to the individual must be either remedied or abolished, and most of them abolished. The question of shrinkages and short weights by warehouse men must be stopped once and for all.

If they are to be allowed to shrink your grain one pound per thousand, why not ten, and if three pounds per thousand, why not thirty, and so on "ad libitum," their demands being limited only by their greed. They must render unto Caesar that which is Caesar's, and unto you that which is yours. The question of track dealers (and thousands of your cars go to them annually) must come to an end; all these and more must be accomplished. "Sufficient unto the day is the evil thereof." Let us get to work and correct them; go at it in a united and businesslike way, not asking legislation or enactment of laws, but enforce those we already have. The statutes of each state are no doubt explicit and cover every requirement, and if so, only lack enforcement.

The laws of Illinois as to common carriers are all sufficient. They require the railroad to erect, maintain scales and weigh all grain delivered to them at each and every station where the shipment capacity is 50,000 bushels or over per annum, receipting the shipper accordingly. As long as they neglect to do it they can and will be held accountable and be made to pay for what they receive when the shipper avails himself of his privileges. Your statutes and those of every other grain state are no doubt based on the same lines, and justly, too. So let us come together as one, all associations, all Boards of Trade united in a common cause, working together and in unison, and we will right the wrongs and right them speedily. If too expensive and burdensome for them to comply with the law, as it now stands, relative to erecting and maintaining scales at all stations, let us then force them to a compromise on such lines as will best protect you. Perhaps the best and most equitable of which, both to themselves and you, that of erecting scales and facilities, in which all grain must be weighed at terminal points, not by present methods, train loads coupled and in motion, but by weighing in hopper scales, transferring when need be, and all under the supervision of weighers appointed by the state where weighed for that purpose, no grain being allowed to be delivered to any consignee or purchaser whatever until so weighed and accounted for.

The duties of the weigher in addition thereto being to keep a correct record of the cars, seals, etc., at time received. In this way you will get your just dues, the railroads theirs and the buyers theirs. If the railroad will compromise on these lines, it will end the controversy, not only as to themselves but as to elevators and track dealers, they no longer being permitted to do their own weighing. And at the same time it will protect all shippers from whatsoever station regardless of shipping capacity, hence it will be just and equitable to all.

C. M. Bunton, St. Louis: I have not hired a hall to practice my speech in, but I would like to say that I would like to see the day when we can discard Bradstreet and Dun and refer to the association for information regarding the financial standing of its members.

G. L. Graham, St. Louis: This is the first time I have had the pleasure of meeting with you. Our firm joined the association for the purpose of helping the country dealers. We confine our bids in this territory to members of the association. I think the receiver who receives grain from scalpers wrongs the regular dealers. The Illinois association

is now compiling a list of the regular legitimate dealers for the assistance of track buyers and receivers in confining business to legitimate dealers.

President Hunter: There seems to be an erroneous idea existing regarding our practice as relates to legitimate grain dealers not members. We raise no objection to any one doing business with such. It is the irregular dealer, who has no facilities for handling grain and strives to make trouble for the regular dealers, that we are after. The scalpers are not entitled to any consideration from the friends of those who are regularly engaged in the business.

M. McFarlin, Des Moines: Recently we have formed a club at Des Moines called the Iowa Cereal Club and I am here to-day in the interest of an association of grain dealers at Des Moines. We have 8 or 9 cash firms at the capital and 17 representatives of eastern firms. I fully expect to see an association formed at Des Moines and propose to give some of my time to it.

I have had considerable experience with track scales and would never consent to my grain being weighed on track scales. The railroads cannot afford to put in hopper scales. I would rather the railroads would grant the loading fee and encourage the elevator men. I would be pleased to have them discourage the scoop-shovel men.

J. W. Chambers, Omaha: I was a member of the first association organized at Shenandoah 17 years ago, and have been identified with them ever since. I have been track buying for several years and find that the association helps us in that they weed out the irresponsible dealers and we are not beat by the scalpers, who have nothing. If we can confine our bids to regular dealers we can conduct our business with greater safety.

Secretary Stibbens read a letter sent to members of the union by a person formerly engaged in the grain business.

President Hunter: Have any dealers present been shipping grain to East St. Louis? If you have experienced any shortages let us know the elevator where it was unloaded and what was the shortage.

G. M. Gwynn, Essex: I have had more shortages at Burlington recently than usual.

Secretary Stibbens: I weigh over hopper scales. My grain which went to the Glucose Co. at St. Louis was not short. I had two cars unloaded in the Union elevator, St. Louis, one was 9 bushels short, the other was over. Mr. Hunter has suffered heavy shortages at the Union elevator in East St. Louis.

Jim Parrott explained that grain unloaded into East St. Louis elevators is shrunk 3 pounds to the thousand to protect the elevator against loss.

President Hunter: We have track scales, but we know that they weigh correctly. The 14 cars I shipped to East St. Louis and were unloaded at the Union elevator were 125 bushels short. I shipped other grain five days before and the receivers reported a small overage, showing my scales are right. We have tested our track scales several times with our other scales and find them right. The National association has asked the country shippers to report shortages to the secretary several times in hope of tracing many shortages to one elevator, but they have neglected to give the association the desired assistance. If more shippers would do this it would be easy for the



association to detect elevators afflicted with chronic shortages.

M. McFarlin, Des Moines: I think that Mr. Hunter knows how to keep his track scales in order, and no doubt he gets good weights, but the average shipper does not. I think they are hardly to be depended upon.

E. F. Catlin, St. Louis: This complaint of shortage at the Union elevator is new to me. My experience has been quite different. I think the managers and the foreman are very careful and try to do everything right.

J. R. Graham, Hastings: I shipped four cars of corn to the Union elevator at East St. Louis. I have heard from two of them, one was short 8 bushels and the other 4 bushels short. I have seen cars raised a foot off the rails when being switched in our yard. I think rough handling by the freight engineers is responsible for much of the shortages. I am glad to say that instructions have been issued to them, to be more careful and I think they are doing less rough switching. I am glad to do anything in my power to assist the railroads in reducing shortages.

J. L. Wright, St. Louis: I have been told by the elevator managers that the elevator may be over on corn, if such is the case, they can trace the cause of Mr. Hunter's shortage.

The following firms applied for and were granted admission to membership in the union: M. R. De Bush, Wota, Ia.; W. W. Albright, Lewis, Ia.; L. T. Spangler, Atlantic, Ia.; W. N. Henshaw, Atlantic, Ia.; Jno. Lafferty, Neola, Ia.; S. E. Wainwright, Sharpsburg, Ia.; W. G. Sherman, Riverton, Ia.; South Branch Elevator Co., Hancock, Ia.; Bowers, Heyen & Thompson, Langdon, Mo.

J. L. Wright, St. Louis: We will do everything in our power to trace the cause of shortages in this shipment and I wish you to feel that we are not to blame.

President Hunter: I feel certain that the Brinson-Judd Co., to whom I shipped this grain, did everything in their power to trace the cause of the shortage and I do not hold them responsible for it. When the grain came to their tables they were convinced it was better than No. 3 and held it back until they had the grade raised.

The appointment of delegates to the annual meeting of the Grain Dealers' National Association in Chicago October 18 and 19 was discussed and left to the president.

G. L. Graham, St. Louis: I think it would pay the members of this association to come to St. Louis or Chicago at least twice a year to familiarize themselves with the methods of handling grain. It would pay them well. They could not invest their time to better advantage. I suggest that you hold your next meeting in St. Louis.

Adjourned to meet in Council Bluffs.

#### CONVENTION NOTES.

St. Louis was there.

Jim Parrott is up on the Proverbs.

Nine new members were admitted.

The next meeting will be held in the same place.

As usual C. M. Boynton provided cigars to burn.

A good attendance—76 at the opening of the session.

The Grain Dealers Journal was represented by Charles S. Clark.

For once, no trouble is brewing, although a wind storm was sighted.

To the sorrow of several thin brothers John Samuels had his grip with him.

The Union, is rapidly increasing its membership along the Rock Island R. R.

The only real gas man in attendance was W. O. Pratt, the hustling salesman who places Lewis gasoline engines in elevators.

President Hunter will appoint delegates to the annual meeting of the Grain Dealers' National Association in Chicago, Oct. 18 and 19.

Although Ed Rose has sold his elevator at Coin, he could not resist the temptation to meet with his many old friends in the association and came out.

Among the dealers from Missouri were M. F. Hackett, Fairfax; J. Heyen, Langdon; Geo. R. Jones, Phelps City; Isaac Motter, St. Joseph; H. A. Noble, Watson.

A short session, an unusually short session, yet how thoroughly the dealers enjoyed themselves throughout the entire day. They are getting well acquainted and take pleasure in meeting.

The only railroad men present were J. M. Bechtel, Div. Freight and Pass. Agt. of the C. B. & Q. R. R.; W. J. Davenport, Ass't. Div. Freight and Pass. Agt. of the Q. & H. S.; Storrs, Ass't. Supt. of the Iowa Div. of the Q.

The officials of the Q. recognize the direct interest of their road in the welfare of the men who keep open market for grain the year around. They attend the meetings, get acquainted with the shippers, learn of their troubles, and show an honest desire to lighten the Grain Man's Burden.

Omaha was represented by A. H. Bewsher, Secretary of the State Association; J. W. Chambers representing Peavey Grain Co.; G. H. Conant representing McReynolds & Co.; and L. R. Cottrell representing Daniel P. Byrne & Co.; F. A. Gritzner, Dayton—Wooster Grain Co.; Geo. H. Lyon representing Armour & Co.

St. Louis firms were represented as follows: Ballard, Messmore & Co., by T. R. Ballard; Brinson-Judd Grain Co., by J. L. Wright, H. D. Deeds and R. P. Warwick; J. W. Booth & Sons Com. Co., by H. Chartiers; Daniel P. Byrne & Co., by L. R. Cottrell and R. H. Wheeler; Forrester Bros., by Jim Parrott and M. M. Pool; G. L. Graham & Co., by G. L. Graham; John E. Hall Com. Co., by E. F. Catlin; Langenberg Bros. & Co., by H. F. Ketchum; Leftwich-Fisher Grain Co., by C. V. Fisher; Nanson Com. Co., by C. M. Bunton; Picker & Beardsley, by C. F. Beardsley; P. P. Williams Grain Co., by Joseph Norton.

Among the Iowa dealers present were F. M. Buffington, Glenwood; F. M. Campbell, Randolph; Mr. Campbell, Carson; G. H. Currier, Prescott; C. F. Davis, Jr., Pacific Junction; W. W. Ellis, Vallisca; J. Gault, Creston; John Gilmore, Imogene; J. R. Graham, Hastings; G. M. Gwynn, Essex; John Gwynn, Yorktown; W. H. Harbor, Henderson; C. H. Harris, Bartlett; J. R. Harris, Northboro; O. T. Hulburd, Osceola; J. H. Hulburt, Fontanelle; D. Hunter, Hamburg; J. A. Irving, Anita; E. C. Kanton, Strahan; F. A. Kyle, Shenandoah; John Lafferty, Neola; W. J. Martin, Hancock; F. M. McBride, Hamburg; T. J. McCormick, Stanton; M. McFarlin, Des Moines; J. C. McKee, Blanchard; I. L. Patton, Dexter; Mr. Reed, Carson; W. E. Riggs, Kent; Ed. F. Rose, Coin; Geo. F. Salyers, Strahan; J. B. Samuels, Riverton; Thos. Steer, Braddyville; G. A. Stibbens, Coburg;

F. J. Taylor, Creston; J. D. Young, Anita; A. H. Vanschoiack, Elliott; H. A. Wilkinson, Malvern.

## THE SUPPLY TRADE

The King & Hamilton Co., of Ottawa, Ill., exhibited one of its portable wagon dumps and elevators at the Illinois State Fair.

The Union Iron Works, of Decatur, Ill., exhibited their large sized Western cylinder corn sheller at the Illinois State Fair.

The Marseilles Mfg. Co., Marseilles, Ia., exhibited a large line of its New Process Dustless corn shellers and feed mills at the Illinois State Fair. H. R. Adams was in charge of the exhibit.

W. A. Nutt of the Flexible Spout Co., Urbana, O., stopped in Chicago last week on his way to Kansas on business. He reports the trade in flexible telescoping spouts good and increasing rapidly.

Kimball Bros., scale manufacturers, of Council Bluffs, Iowa, have recently added a 30x60 foot two story and basement addition. This enables them to double their capacity on scales. They report their scale trade has been and is extra good.

The use of gas and gasoline engines for power purposes is increasing every day. Probably the largest class of users of gasoline engines are the country elevator men, for this furnishes not only a cheap and economical power but also a safe one. Makers will do well to keep in touch with this trade.

The Joseph Dixon Crucible Co., of Jersey City, N. J., has a large exhibit of its graphite productions at the National Export Exposition being held at Philadelphia. The exhibit is located in the southern end of the main exhibition hall, section M-7, where all friends are cordially invited to inspect it and make themselves at home.

C. H. Adams, Secy. and Treas. of the E. H. Pease Mfg. Co., Racine, Wis., was in Chicago recently and reports that business was never so large. In a short time they will commence running a night shift, to keep pace with the increasing business. Their export trade is growing rapidly and recently they shipped two carloads of supplies and machinery to Scotland.

The senate of Finland has appropriated 2,000,000 marks (Finnish) to assist in the importation of grain, which is needed by the country owing to the shortage of crops.

The proposition to build elevators at Montreal, which has been kept before the Canadian government by W. J. Connors and Harvey D. Goulder, is as follows: If the Government and the Harbor Commissioners will grant them a 99 year lease of part of the Windmill Point pier for the site of an elevator and for usual berths and part of the pier south of it for store room, and will guarantee a depth of water equivalent to the depth in the harbor and in the river between Montreal and Quebec, they will invest one million dollars and over in elevators, permanent sheds and barges. They profess their willingness to agree to any conditions that may be thought desirable to ensure equality of use of their facilities by all parties, and to prevent danger from monopoly.



# GRAIN TRADE NEWS.

## CANADA.

At La Broquerie, Man., an elevator is being erected by K. Reimer.

Farmers in Manitoba are holding their wheat for higher prices.

Walker & Boston have engaged in the grain commission business at Winnipeg, Man.

The movement to establish a fixed commission for handling wheat at Winnipeg has halted.

H. H. Winearls of Fort William has established a grain commission business at Winnipeg, Man.

The Crawford Co., of Neepawa, Man., has bought the grain and implement business of R. C. Ennis at that place.

Deliveries of wheat at stations on the Canadian Pacific in Manitoba and the Northwest aggregate 1,300,000 bushels per week.

Under the new Manitoba inspection regulations the expense of surveying the contents of cars of grain of disputed grade is \$3.

Baker & Reid, composed of T. B. Baker and Alexander Reid, have succeeded Reid & Co., grain dealers at Winnipeg, Man.

The Barnard & Leas Manufacturing Co. has recently sold a No. 3 elevator separator to the Waterous Engine Works Co., Winnipeg.

F. W. Faulkner has been appointed traveling inspector of the Manitoba Elevator Co., on the main line of the Canadian Pacific Railway.

The growing of goose wheat has been taken up by many farmers in Canada, it is said, who formerly cultivated barley for export to the United States.

Two elevators will be erected on the Southeastern Railway near Steinbach, Man., by the Dominion Elevator Co., and the Lake of the Woods Milling Co.

The Dominion Elevator Co., of Winnipeg, controls 80 country elevators in the Northwest, and handles grain for a number of separate dealers who are well known.

A line of 50 country houses is already owned by the newly organized Winnipeg Elevator Co., of which T. T. W. Bready is president, John Love vice president, and R. J. Howden secretary and treasurer.

Elevator storage charges at Fort William have been reduced by the Canadian Pacific Railway. For elevating, cleaning, 15 days' storage and spouting to vessels the rate is one-half cent per bushel.

Parrish & Lindsay, grain dealers of Winnipeg, Man., have divided their business, and each will continue separately, the partnership having been dissolved, W. L. Parrish at Winnipeg, and W. J. Lindsay at Brandon.

The Northern Elevator Co., of Winnipeg, Man., operates 108 country stations, and is one of the largest concerns in Canada. N. Bawlf is president, William Martin, vice president, and G. R. Crowe, secretary and treasurer.

High words passed recently between a large grain dealer at Winnipeg and a gentleman connected with the exchange who sends to country points the price of wheat at Fort William. The

latter had declined to suppress these quotations. Bystanders prevented a fistful encounter.

The Winnipeg Commercial begins the crop movement with an illustrated article on the grain trade of Manitoba and the Northwest. The engravings show the old and new Exchange buildings and the Northern Elevator Co.'s elevator at Winnipeg, which is the most complete cleaning elevator in Canada. The changes which have taken place in the personnel of the trade are summarized.

R. M. Hazlewood, Clifford, Ont., says: farmers of West Wellington section north of Stratford and Guelph are simply revelling in big crops of oats, peas, barley and hay. Peas have been threshed in the fields, and yield 30 to 40 bushels to the acre, with no signs of bugs this year. The wheat, however, in that section is a poor crop, owing to a portion of it being winter killed, and the quality is irregular, some weighing only 55 pounds to the bushel. There are, however, some very fine samples of wheat weighing 62 pounds to the bushel, but the average will be about 58 to 59 pounds.

## ILLINOIS.

A. Buchholz of Melvin, Ill., is building an elevator.

C. B. Brotherton of Guthrie, Ill., is building an elevator.

Carlisle & Dooley of Downs, Ill., have purchased a car-loader.

R. G. Risser, Savoy, Ill., is rebuilding the driveway at his elevator.

This year's crop of broomcorn in Illinois is said to be of superior quality.

Post & Morrell's cleaning elevator at Fulton, Ill., is doing a good business.

Dippold Bros., of Edwardsville, Ill., are remodeling and enlarging their elevator.

Roy Wakefield has purchased the grain brokerage business of D. R. Evans, at Danville, Ill.

Farmers' deliveries at Marseilles, Ill., are so heavy that dealers can not handle the grain fast enough.

S. W. Loud is managing the elevator of E. R. Ulrich & Sons at Virden, Ill., in place of William Furber.

Rudolph Unzicker of Hopedale, Ill., has removed to Milford, Neb., to engage in the grain business.

H. T. Gubbins has succeeded H. T. Gubbins & Co., grain samplers, of Chicago, C. J. McMahon retiring.

Ennis & Kessler of Walnut, Ill., have purchased a gasoline engine to take the place of the horse power in their elevator.

The construction of an elevator at Lewistown, Ill., is being considered by Sutherland & Schultz, millers, of Astoria.

George Sauer is enlarging his elevator at Rutland, Ill., with an addition, 24x40 feet, giving storage for 20,000 bushels.

J. H. French & Co., of Champaign, Ill., have dismissed the civil suit brought against Benson Bros., of Colfax, Ill., their agents, to recover \$3,000

on account of grain alleged to have been shipped out and not accounted for at the time the elevator was burned.

Bartlett, Frazier & Co., of Chicago, will build an elevator at Lodemia, Ill. F. L. Churchill of Fairbury will operate the plant.

The warehouse of E. K. Day at Raymond, Ill., was burned September 19, with a quantity of hay and shingles. Loss, \$3,500.

Kline Flemming, head bookkeeper of the Pratt-Baxter Grain Co., Taylorville, Ill., will be married October 31 to Miss Catherine Jasper, of Quincy.

E. V. Maltby & Co.'s grain warehouse at Carmi, Ill., was burned Sept. 17, with 3,000 bushels of wheat. A locomotive spark caused the fire.

Davidson & Collins, who built an elevator near Champaign, Ill., last spring, have dissolved partnership, the business being continued by the latter.

Mr. Culbertson of Orndorff & Culbertson, grain dealers at Delavan, Ill., will continue the business alone, Eugene Orndorff having withdrawn.

Porterfield's elevator at St. Joseph, Ill., received recently in one wagonload 167 bushels and ten pounds of oats, the largest ever delivered at that house.

E. W. Burdick of Chicago, who is well known among the trade, has for the past six weeks been confined to his home. He is now able to be up and at work again.

A. F. Taylor & Co., of Mount Vernon, Ill., lost their elevator by fire on the night of Oct. 2, together with 6,000 bushels of wheat and 400 bales of hay. Loss, \$4,500; insurance, \$2,500.

The Rogers Grain Co., of Chicago, Ill., has recently constructed an elevator at Gibson City, Ill., for which the machinery was supplied by the E. H. Pease Manufacturing Co.

Fire at Cairo, Ill., destroyed the new elevator and 200,000 bushels of wheat owned by the H. L. Halliday Milling Co., on the night of Sept. 30. Loss, \$150,000; insurance, \$185,000.

John Murphy, for 25 years employed by L. A. Syme, is building a grain elevator on the Great Western at Sycamore, Ill., with a view to engaging in the business on his own account.

The Charleston Elevator & Warehouse Co., of Charleston, Ill., is enlarging its warehouse to double its present capacity. When completed the company will have room for 2,000 tons of brush.

Davidson, McCormick & Co., have succeeded Van Duyn & Murray, grain commission dealers of Champaign, Ill. The firm is composed of J. W. Davidson, Bruce McCormick and William Murray.

The E. H. Pease Mfg. Co. is supplying machinery for two stands of elevators and steel boots for the Belt elevator at Hayford, Ill., owned by Geo. H. Sidwell & Co., of Chicago, and operated by Chas. H. Fowler.

The large elevator of the Jefferson Milling Co., at Mt. Vernon, Ill., was destroyed by a mysterious fire October 2, being the third elevator at that place to be burned within a month under suspicious circumstances. Loss, \$6,000; insurance, \$3,500.

The Barnard & Leas Manufacturing Co. has recently sold to the Frost Mfg. Co., Galesburg, a Victor sheller, double screen dustless corn cleaner; to Fairbanks, Morse & Co., Chicago, two Victor shellers and Cornwall corn cleaner; to Weller Mfg. Co., Chicago, Victor sheller and single screen corn cleaner; Webster Mfg. Co., Chicago, two Victor shellers and one Cornwall cleaner; and



to W. J. Culbertson, Paris, Ill., one No. 33 special grain separator.

Joseph Schutz has been acquitted of the charge of converting to his own use and shipping out farmers' wheat stored in his elevator at Pegram, Ill. After the wheat was shipped the price went higher and he was unable to pay. By assigning all his property Mr. Schutz was able to settle at 43 cents on the dollar.

## INDIANA.

John Dunn is talking of building an elevator at Star City, Ind.

W. H. Houck of Amboy, Ind., contemplates building an elevator.

A good mill at Elwood, Ind., is advertised in our "For Sale" column.

Readers will confer a favor by reporting the grain trade news of their vicinity.

The Bassett Grain Co., of Indianapolis, will build an elevator at Lebanon, Ind.

The old elevator at Evansville, Ind., operated by Bartlett, Kuhn & Co., is being taken down.

An elevator of 20,000 bushels capacity is being built at Falmouth, Ind., by Carey Jackson of Connersville.

Gasoline engines and cleaning machinery have been placed in the elevators of C. O. Gardner and H. H. Smith at La Grange, Ind.

Sparks from a Big Four locomotive started a fire in the elevator of Charles Hayworth, at Marion, Ind., which however was promptly extinguished by a bucket brigade.

A side track is being laid from the Hawkeye Elevator at Hammond, Ind., to enable the company to deliver 4,000 cars of barley for transportation east over the Wabash.

D. L. Thompson will immediately rebuild his burned elevator at Dayton, Ind., with 10,000 bushels capacity. Mr. Thompson will put in a sheller, cleaner and steam engine.

A 15,000-bushel elevator is being built at Seafeld, three miles from Wolcott, Ind., by the Seafeld Grain Co., composed of Geo. Slatterman, Charles Kirk and E. H. Wolcott.

McCray & Morrison's cleaning, clipping and transfer elevator at Kentland, Ind., is being equipped throughout with Day Dust Collectors and Sweep-ups. Dust, dirt and clippings will not be permitted to accumulate any place about the plant, but will be collected and burned.

The Barnard & Leas Manufacturing Co. has recently sold to Hutchinson Bros., of Arlington, one No. 1 Cornwall corn cleaner; to B. F. Hillis, Kempton, a No. 3 Victor sheller and No. 2 Cornwall cleaner; and to F. S. Snyder, Linden, Ind., a No. 4 Cornwall cleaner and No. 4 double screen corn cleaner.

The Western Indiana Division will be represented at the annual meeting of the Grain Dealers National Association at Chicago, Oct. 18 and 19, by H. J. Caldwell, Earl Park; E. H. Wolcott, Wolcott; W. W. Alder, Lafayette; John B. Ross, Brookston; W. C. Babcock, Rensselaer; H. A. Myers, Francisville; B. F. Crabbs, Crawfordsville; T. A. Morrison, Kokomo; J. D. Fritch, Frankfort; W. D. Foresman, Foresman; John Barnard, Fowler; Sam Finney, Attica; H. G. Kerlin, Delphi; A. S. Russell, Montezuma; J. T. Nixon, Attica; S. K. Todd, Cayuga.

## IOWA.

Burlington has a grain blockade.

An elevator is being built at Sharpsburg, Ia., by a banker.

Bingham & Johnson will build an elevator at Irwin Center, Ia.

Miles Doran has begun rebuilding his burned elevator at Nichols, Ia.

Pease Bros. have sold their elevator at Farlin, Ia., to Milligan & Bro.

The Des Moines Elevator Co. has increased its capital stock to \$160,000.

Hunt & Clayton, of Clarinda, will erect an elevator at New Market, Ia.

Nicholas Knewell has the contract to build an elevator at Charles City, Ia.

Richard Garrett will build an elevator on the Rock Island at Letts, Ia.

Mr. Feazell has bought the grain business of Mr. Reynolds at Brooks, Ia.

Iowa has room for more strong local associations and the trade needs them.

At Marathon, Ia., the C., M. & St. P. Railroad is erecting a 50,000-bushel elevator.

M. G. Heald, of Lancaster, Kan., has acquired the elevator of J. A. Yates at Logan, Ia.

A 15,000-bushel elevator is being erected at Emerson, Ia., by the Emerson Milling Co.

E. Parkhurst, formerly of Britt, has engaged in the grain and stock business at Bode, Ia.

Myers & Son, of Milford, Ia., have sold their grain business at Allendorf and Kasson.

J. A. Kyle & Co., are building a 10,000-bushel elevator on the C., B. & Q., at Coin, Ia.

Stewart & Moeller, of Hudson, Ia., have installed a new gasoline engine at their elevator.

At Maple Hill, Ia., two elevators will be erected by Bingham & Johnson and Fleming Bros.

Mr. Barnes will operate the elevator at Malvern, Ia., at one time owned by Coats & Wilkinson.

Armour & Co.'s new office in the Good block at Des Moines, Ia., is in charge of W. G. McDougal.

McKee & Walkinshaw have recently put a new roof on their 15,000-bushel elevator at Blanchard, Ia.

N. H. Bowden, dealer in grain and feed at Webster City, Ia., suffered heavy loss by fire Sept. 27. Insured.

T. Y. Wickham & Son have purchased the grain, lumber and coal business of Lewis Bros., at Ainsworth, Ia.

A large elevator will be built at Cedar Rapids, Ia., it is said, by the American Cereal Co., of Chicago, Ill.

The Northwestern Iowa Grain Co., of Britt, has an elevator in course of construction at Fredericksburg, Ia.

E. Reichert of Cumberland has bought the 25,000-bushel elevator of D. Hunter at Farragut, Ia., and will operate it.

Who will operate the new elevators at the eight new stations northwest of Des Moines on the C., M. & St. P. R. R.?

C. West has started in the grain business at Brooks, Ia., having bought the flat house of H. J. Reynolds of Nodaway.

J. F. Kyle, of Coin, Ia., who bought out Ed. F. Rose, will remodel the elevator, build a new dust room and erect a new office.

H. Lawbaugh has sold his elevator at Stuart, Ia., and given an option on his elevator at Menlo to Wm. Wykle of Buckley, Ill.

With the completion of Moore Bros. & Felthouse's elevator at Corwith, Ia., that place has five elevators. Their

building is 24x30 feet and is situated on the Iowa Central.

J. R. Blue, for ten years in the grain business at Rock Rapids, Ia., has removed to Brewster, Minn., where he has a stock farm.

George Harris will remove from Hancock to Oakland, Ia., to manage the elevator recently purchased by the Des Moines Elevator Co.

Des Moines grain men are forming the Iowa Cereal Club, to which all dealers in the state will be eligible. The social side will be made prominent.

John Gilmore & Co. have succeeded Kennedy & Gilmore, grain dealers at Imogene, Ia., James Laughlin having purchased the interest of Mr. Kennedy.

V. M. Bullock, who for a number of years was engaged in the grain business at Burlington, Ia., died in an insane asylum at Denver, Colo., last June.

J. B. Samuels is enlarging his elevator at Riyerton, Ia., raising the cupola and putting in another elevator leg, increasing the handling capacity to 10,000 bushels per 8 hours.

Jas. A. Burch who claims to be regularly engaged in the grain business at Braddyville, Ia., has no facilities for handling grain at that station, in fact his business is feeding stock.

J. A. Campbell & Son, of Atlantic, and the Des Moines Manufacturing & Supply Co., of Des Moines, have bought No. 4 warehouse separators of the Barnard & Leas Manufacturing Co.

J. P. Baker, grain dealer of Searsboro, Ia., recently sold 22,000 bushels of cribbed corn that he had in store for two and three years. The price was 27 cents. When bought it cost Mr. Baker 13 to 18 cents.

The recent burning of its elevator at Homestead, Ia., was a heavy loss to the Amana Society, as no insurance was carried. In addition to the elevator, five long cribs, containing 10,000 bushels of corn, were burned.

The Chicago, Milwaukee & St. Paul Railroad Company is erecting eight new elevators on its extension northwest of Des Moines, Ia., at stations to be named Varina, Manthorpe, Glenora, Hesperia, Lavinia, Lytton, Nemaha, and Northam.

Fire of incendiary origin destroyed the elevator of the Manning Mercantile Co., at Manning, Ia., Sept. 27, at 1:30 a. m., with 8,000 bushels of wheat and several cars. With difficulty Leak & Sons elevator was saved. Loss, \$15,000; insured.

During Wednesday of Seni Om Sed week at Des Moines, Ia., the visiting grain dealers of Iowa were royally entertained by the local dealers at that city. The day wound up with a banquet, vaudeville performance and speechmaking.

Victor corn shellers and cleaners combined have been purchased of the Barnard & Leas Manufacturing Co., by Charles F. Haeger, Douglas, Iowa Poultry & Supply Co., Ottumwa; Forest Milling Co., Waverly, and C. F. Simmermaker, Tipton.

Chas. Biebesheimer, secretary and treasurer of the Wellsburg Grain and Stock Company, was in Chicago several days during the Autumn Festival. The 25,000 bushel addition to the company's elevator, which is being constructed by N. H. Brand for it, is nearly completed.

The new headquarters of the Northwestern Iowa Grain Co., at Mason City, will be in charge of W. M. Martin. By removing from Britt to Mason City the company is more centrally located, and



also is placed in direct communication by wire with the Chicago market at all times of the day.

The grain and commission men of Des Moines are organizing a chamber of commerce. The following committees have been appointed: Membership, Charles V. Pollock; order of business and date for next business meeting, E. D. Hamlin, C. A. Tower and E. R. Bowen; on nominations of permanent officers, R. W. Harper, Thomas Harris, Jr., and W. F. Morgan.

The St. Paul & Kansas City Grain Co. is increasing its line of elevators in Iowa. At Industry an elevator has been bought. Material for a large house has been shipped to Eagle Grove. At Florence an elevator has been built. At Clarion, Cornelia and Paulsville elevators will be built, and the construction of others at Meservey, Swaledale and Thornton is under consideration.

G. A. Pierson, of Orient, Ia., was in Chicago recently and reports that the corn crop is much larger than expected while the oat crop is not quite so large. The old corn has nearly all been shipped out of the country. The yield of timothy seed is large, but quality is not as good as was expected, this being due to rains after harvest. Wheat fair quantity, but quality rather inferior.

A farmer living near Wellsburg, Ia., receives bids and market letters from several Chicago firms under the name of H. Neessen & Co. The farmer has not shipped a car of grain for over eighteen months, but uses the information to make trouble for the regular dealers of that vicinity. Neessen is not even a scoop shovel shipper, hence all postage and printed matter used is wasted.

### KANSAS.

A. C. Davis & Co.'s elevator at Berwick, Kan., was burned Sept. 29. Loss, \$1,500; insurance, \$700.

An elevator is to be built at Frankfort, Kan., on the site of the Swarts Elevator, burned last year.

Material is arriving for the large new receiving elevator being erected at Wellington, Kan., by the Hunter Milling Co.

Two elevators at Leavenworth, Kan., owned by the Kelley & Lysle Milling Co., have been leased to the Merchants & Manufacturers Warehousing Co., with a view to making loans on the contents.

The Barnard & Leas Manufacturing Co. has sold a Little Victor corn sheller to M. T. Patterson, Clay Center, and four corn shellers and four corn cleaners to the Barnard Machinery Co., Enterprise, Kan.

Safeblowers early on the morning of Sept. 26 entered the office of H. J. Diefenbaugh at Washington, Kan., and carried away \$2,000 in notes and \$4 in cash. Two hours later the office was burned, badly damaging the contents. The books were saved.

Spontaneous combustion of slack coal started a fire in the engine room of the Hutchinson Feed & Grain Co., at Hutchinson, Kan. Prompt action averted the destruction of the elevator and mill. The damage was confined to the portion of the wall against which the coal was heaped.

An excursion to southern ports is being organized by the Kansas Grain Dealers' Association and the Kansas State Millers' Association. While details have not been settled, it is proposed to start in the latter part of January, including in the route Houston,

Galveston, Sabine Pass, Port Arthur, New Orleans, Memphis and, possibly, St. Louis. Most of the grain men will be accompanied by their wives, as the social features will be made prominent.

Secretary Coburn of the Kansas state board of agriculture, advises farmers to hold their corn. He says: There has never been a season of unusual production and low prices for corn which has not in near future been followed by one of comparative scarcity, with prices correspondingly high, and there is no sufficient reason for believing this so far unvarying rule is likely to be changed for the present occasion. The moral of this is that Kansas farmers should market as grain no more of their present crop than is necessary.

### MARYLAND.

The first cargo of corn ever cleared from Baltimore for Russia was shipped recently by the Smith-Gambrill Co. The shipment comprised 100,000 bushels of corn, consigned to Reval, in the steamship Ixia.

G. A. Hax & Co. exhibited a fine sample of corn on the Baltimore Chamber of Commerce, Sept. 30. The corn was grown in Defiance County, Ohio. The ears were arranged in the form of a pyramid, with the husk of the top ears rolled up and bound with red, white and blue silk.

### MICHIGAN.

Backus & Hoey are enlarging their elevator at Dexter, Mich.

Send us notices of new elevators, new firms and business changes.

William Curtis will build a 10,000-bushel elevator at Reed City, Mich.

Work has begun on the new elevator of Muchler & Truax at Bad Axe, Mich.

The safe in the grain elevator at New Era, Mich., was blown open by burglars, who secured \$150.

E. R. Mathews will retire from the elevator business at Romeo, Mich., the building having been leased to other parties.

The Welch Grain & Coal Co., of Chelsea, Mich., have installed a separator in the Taylor Elevator, recently purchased.

Peanuts were grown with great success by a farmer of Ottawa County, Mich., who will plant a large acreage next year.

Twenty men employed in erecting the F. & P. M. elevator at Ludington, Mich., went on a strike for an increase from \$1.50 to \$1.75 per day.

The burning of the elevator of J. E. Ottaway & Co., at Flushing, Mich., did not interrupt the business, which was continued at the other elevator, recently purchased.

Every regular grain dealer of the Wolverine state will be welcome to attend the annual meeting of the Grain Dealers National Association at Chicago, Oct. 18th and 19th.

The G. L. McLane Elevator Co., of Battle Creek, Mich., recently shipped an entire trainload of 30 cars of corn and oats to Portland, Me. The train was handsomely decorated, and a photograph was taken just before the start.

The Michigan crop report, issued Oct. 9, estimates the yield of wheat at 12,000,000 bushels. The acreage of wheat sown this fall is 88 per cent of an average. Corn has yielded 31 bushels per acre, beans 14, and buckwheat 11 bushels.

### MINNESOTA.

G. S. Jacobson has charge of the Cronan Elevator at Elkton, Minn.

G. W. Eastman operates the Interstate Elevator at Elkton, Minn.

William Macthan will take charge of the Van Duzen Elevator at Zumbrota, Minn.

During the squeeze in September flax at Duluth six cars were shipped in by express.

Woodward & Son have purchased the elevator and feed mill of John Siebold at Langdon, Minn.

The construction of a 200,000-bushel elevator is contemplated by the Bay State Milling Co., Winona, Minn.

Scales of 84,000 pounds capacity are being installed in the new Peavey and Omaha Elevators at Duluth, Minn.

James Robinson, agent at Mazeppa, Minn., for the R. E. Jones Co., is charged with the larceny of \$1,700.

J. C. Wolf will buy wheat at the Ketzbeck Elevator in Mapleton, Minn., recently purchased by J. C. Byrnes.

A contract grade of flax was established October 2 by the Duluth Board of Trade. The grade is No. 1 Northwestern.

A Morris grain drier, made by the F. R. Morris Grain Drier Co., is being erected in one of the Minneapolis elevators.

The Northern Grain Co., of Chicago, has opened a branch office at Winona, Minn., in charge of W. L. McCormick, of Chicago.

The Barnard & Leas Manufacturing Co. has sold a Victor sheller and Corn-wall cleaner to the Link Belt Supply Co., Minneapolis, Minn.

The Minnesota Grain & Produce Co., of St. Paul and Minneapolis, has established an office at Duluth, Minn., with J. H. Fox as local manager.

Contracts for a large quantity of barley sold for September arrival at Duluth were settled by payment of differences, the grain having failed to arrive.

### MISSOURI.

Grain trade news items are always welcome.

George R. Jones is the successor of Scamman & Bailey in the grain business at Phelps City, Mo.

Bowers, Heyen & Thompson have succeeded Campbell & Bailey in the grain business at Langdon, Mo.

R. P. Warwick, formerly with the Harrison & Berry Commission Co., St. Louis, is now traveling in Iowa for the Brinson-Judd Grain Co., of St. Louis.

F. H. Peavey & Co., of Kansas City, Mo., have purchased 15 No. 1 Victor corn shellers and 15 No. 1 Victor corn cleaners of the Barnard & Leas Manufacturing Co.

Joseph Bookwalter has been appointed traffic manager by the Kansas City Board of Trade. Mr. Bookwalter is connected with the Inland Grain Co., but will devote all his time to secure more favorable rates and regulations for Kansas City.

The United Elevator & Grain Co. has been incorporated at St. Louis, Mo., to operate the Central B. Union Depot and Merchants' Elevators, recently purchased by bondholders of the Consolidated Elevator Co., at foreclosure, for \$12,100. The capital stock of the new company is \$250,000; incorporators, J. B. M. Kehler, Henry H. Wernse, Herman



A. Haeussler, William C. Ellis and Alfred C. Carr.

The St. Louis Elevator & Storage Co. has been incorporated at St. Louis, Mo., to do a general elevator and warehouse business. Capital stock, \$180,000, all paid up; incorporators, E. O. Stanard, Henry C. Haarstick, J. B. M. Kehler, Samuel D. Capen and George R. Lockwood.

### NEBRASKA.

Hord & Wilder have bought the elevator of J. N. Mills at Neligh, Neb.

Readers will confer a favor by sending us notices of new elevators, new firms and business changes.

The Omaha Elevator Co. is building elevators at Fullerton, Brady and Boone, Neb.

Infield & Britson, dealers in grain and lumber at Valparaiso, Neb., have dissolved partnership.

The Bristol Elevator Co.'s corn cribs and coal bins at Valparaiso, Neb., were burned Oct. 2. Loss, \$500.

John Tighe of Manley, Neb., has completed his new 25,000-bushel elevator. It was placed in operation Oct. 4.

The Barnard & Leas Manufacturing Co. has sold a Victor sheller to the York Foundry & Machine Co., York, Neb.

Hubbell Bros. inform us that they have just completed an elevator at Bradshaw, Neb., and are enjoying a good trade.

Burglars entered the office of the Central Granaries Co., at Wymore, Neb., Sept. 22, and ransacked the furniture, appropriating all the loose change.

Wilson Bros. of Merna, and the Curtis Mill & Elevator Co., of Curtis, Neb., each have purchased No. 3 warehouse separators of the Barnard & Leas Manufacturing Co.

The Nebraska Grain Dealers' Association will be represented at the annual meeting of the Grain Dealers' National Association at Chicago, Oct. 18 and 19, by George S. Hayes of Hastings, F. M. Ruble of Broken Bow, and A. H. Bewsher of Omaha.

Fire at Fremont, Neb., Oct. 1, destroyed the elevator operated by N. S. Short and formerly owned by the Union Pacific Railway. Loss on grain, \$3,000; insurance, only \$50. The building was recently purchased by the Omaha Elevator Co., and was soon to be torn down.

Secretary A. H. Bewsher of the Nebraska Grain Dealers' Association has received replies from 300 grain dealers, which have been summarized in the crop report No. 3, issued Sept. 20. The total acreage of winter and spring wheat was 2,502,208, of which 1,918,287 was harvested, yielding 18,848,100 bushels, of which 14.3 per cent will grade No. 2, 53.2 per cent No. 3, and 32.5 per cent lower. Of last year's crop 6.5 percent is still in the country. The general opinion seems to be that this wheat will be marketed very slowly, practically all the farmers believing that wheat will be higher later. The yield of oats was 51,731,000 bushels, from 1,628,000 acres, weighing 30 pounds to the bushel. The condition of corn is 15 per cent better than last year and the probable yield 35 per cent greater.

### NEW ENGLAND.

Frank F. Smith has bought the grain business of E. P. Nichols at Bucksport, Me.

W. B. Ham and J. W. Miller have

purchased the grain store of the C. D. Holbrook Co., at Thorndike, Mass.

### NEW YORK.

The C. W. Pearson Grain Co. has removed from Rochester to New York.

The Barnard & Leas Manufacturing Co. has recently sold a Victor corn sheller to the Yawger Mill Co., Seneca Falls, N. Y.

The firm of Harris & Co. has been incorporated at New York to deal in grain and provisions. Capital stock, \$250,000; incorporators, Wm. M. Harris, E. J. Jordan and H. T. Wood.

Before the state commerce commission A. D. Puftz, bookkeeper, testified that the International Elevator Co., of New York, earned \$908,920, of which \$62,622 was distributed as rebate to the Brooklyn Wharf & Warehouse Co., and \$323,841 as rebates to grain merchants.

### NORTHWEST.

An elevator has been built at York, N. D.

Work has been begun on the large farmers' elevator at Irene, S. D.

Fred Meir will build and operate another elevator at Chancellor, S. D.

Brown & Steinhope have completed their new elevator at Sisseton, S. D.

A large elevator has been completed on the Great Northern at Bowdon, N. D.

A snowstorm visited the Red River valley, Sept. 27, with thousands of acres of wheat still in shock.

Readers will confer a favor by sending us notices of new elevators, new firms and business changes.

The Interstate Grain Palace Exposition at Aberdeen, S. D., was opened the first week of October with many attractions.

Elevators are being built at Madison and Baltic, S. D., by Coffey & Larkin, millers of Madison. The contract for the 20,000-bushel house at Madison has been let to L. Hickock of Mankato, Minn.

War is on at Alexandria, S. D., between the local storekeepers and the grain dealers. In retaliation for the assistance given by the merchants in establishing a farmers' elevator, the dealers have rented a building and will put in a stock of general merchandise to be sold at cost. After the fight is over the local merchants may be content to permit the grain buyers to get grain at a profit.

### OHIO.

T. W. Baum, it is said, will build an elevator at Duval, O.

Ervin Bros. grain elevator at Xenia, O., was recently burned.

J. J. Von Stein has purchased for \$3,100 Mr. Heldman's elevator at Jenera, O.

The Gates Elevator & Mill Co.'s plant at South Brooklyn, O., was burned at midnight Oct. 1.

Paddock, Hodge & Co., grain dealers of Toledo, O., have had plans prepared for a 3-story brick business block.

Ed. McCue, Pittsburg, O., will attend the meeting of the Grain Dealers National Association in Chicago, Oct. 18 and 19.

The Toledo Produce Exchange has protested against the new rule agreed on by all the railroads with regard to the handling of freight.

Several Toledo firms will send representatives to the annual convention of

the Grain Dealers National Association at Chicago, Oct. 18 and 19.

Ed. McCue of Pittsburg, O., informs us that C. F. Parks has bought the J. C. Smith Elevator at Arcanum, O., and is fitting it with new machinery, to be ready to handle the new corn crop.

C. F. Parks of Arcanum, has purchased a Victor corn sheller, and Houston Bros., of South Charleston, O., a Victor sheller and Cornwall cleaner, made by the Barnard & Leas Manufacturing Co.

E. A. Grubbs Grain Co., Greenville, O.: There is more disposition to sell corn for year and December shipment. Dealers who have examined the corn claim that they have never known it to be so dry at this season of the year.

The Ohio Grain Dealers Association will be represented at the annual convention of the Grain Dealers National Association, Chicago, Oct. 18 and 19, by President E. C. Wagner, Columbus; Vice President, H. S. Grimes, Portsmouth, and Secretary J. W. McCord, Columbus.

H. H. Baer, Covington, O., writes: The Union Iron Works have shipped me one of their new corn shellers. I expect to make some necessary improvements on my elevator, which has a storage capacity for 26,000 bushels of ear corn. The machinery and corn sheller are run by water power.

President John H. Allen of the Cincinnati Chamber of Commerce has appointed the following delegates to represent the Chamber at the annual meeting of the Grain Dealers National Association: J. Parker Gale, Wm. R. McQuillan, H. Lee Early, W. W. Granger, Emery Wilson Holt, Frank Vieth, F. F. Collins, Peter Van Leunen, J. N. Wooliscroft and C. S. Maguire.

The Ohio state crop report for Oct. 1 shows that the area of wheat harvested was 2,776,468; average yield, 15.1 bushels per acre; total product, 41,951,740 bushels; quality 91 per cent crop of 1898; still in producers' hands, 12 per cent. Oats, area, 905,703 acres; total yield, 34,057,484 bushels; per acre, 37.5 bushels; quality, 94 per cent. Barley, yield, 891,090 bushels; per acre, 34.2. Rye, yield, 261,408 bushels; per acre, 17 bushels. Corn prospect, compared with a full average, 85 per cent. Potatoes, probable yield, 77 per cent of full average crop.

### PACIFIC COAST.

The Pacific Coast Elevator Co. is building an elevator at Latah, Wash.

Gehres & Hertrich have engaged in the grain business at Sprague, Wash.

Hardin Bros., grain dealers at Maxwell, Cal., on Sept. 28, suffered loss by fire.

The stone warehouse of Clemans & Bradley at Anatone, Wash., has been completed.

L. C. Waller will have charge of the warehouse at Omran station, erected by D. Glasgow, grain dealer of Davenport, Wash.

The prison factory of San Quentin, Cal., turned out during the first nine months of this year nearly 7,500,000 grain bags.

By the burning of the Los Angeles Farming & Milling Co. warehouse at Los Angeles, Cal., Sept. 18, 30,000 sacks of wheat were destroyed.

The Inland Grain Co. recently shipped the first grain over the Clearwater extension of the Northern Pacific, from Lenore to Albina, Ore.



The elevator and mill at Salem, Ore., owned by the Portland Flour Mills Co., were burned Sept. 22, together with 150,000 bushels of wheat.

The Tacoma Warehouse & Elevator Co., Tacoma, Wash., has purchased a No. 4 elevator separator of the Barnard & Leas Manufacturing Co.

Fire at Chandler Station, Cal., recently destroyed the warehouse of the Sutter Development Co., with 3,900 sacks of barley and 140 tons of hay.

Arthur Naylor, employed as overseer in the grain department of Balfour, Guthrie & Co., San Francisco, Cal., has left town suddenly, deserting his wife.

The Mutual Warehouse Co., of Portland, has provided the smaller grain dealers of the Pacific Northwest, with as good facilities for handling their grain on arrival at Portland, as are possessed by the large firms. The company controls the largest dock and warehouse at Portland, and possesses the most efficient plant for cleaning and grading. W. F. Burrell is president; J. S. Patterson, general agent, and C. Lombardi, manager. Grain is handled for all comers.

### PENNSYLVANIA.

Burglars entered the office of Christian Musselman, grain dealer at Witmore, Pa., and blew the safe to pieces with dynamite.

The A. C. Bailey Grain & Milling Co. has been incorporated at Ford City, Pa., to deal in grain. Capital stock, \$30,000; incorporators, W. C. Bailey, A. B. Mahoney, A. C. Bailey, M. Black, J. D. Bailey, all of Ford City.

W. A. McCaffrey, of Daniel McCaffrey's Sons, receivers and shippers of grain and hay at Pittsburg, Pa., expects to attend the annual convention of the Grain Dealers' National Association at Chicago, Oct. 18 and 19.

Daniel McCaffrey's Sons, of Pittsburg, Pa., have sent the following notice to all their shippers. On and after September 30, all grain, except ear corn, bought or consigned to Daniel McCaffrey's Sons, arriving via P., F. W. & C. R. R.; P., C., C. & St. L. R. R.; P. & W. R. R. and P. & L. E. R. R., will be weighed in public elevators at Pittsburg, by disinterested sworn weighmasters and official certificate will be furnished.

### SOUTHWEST.

John Green, J. F. Shoemaker, P. S. Lovell, Miron Abbott and J. Frankel have formed a partnership to engage in the grain business at Crowley, La.

The Barnard & Leas Manufacturing Co. has recently sold a No. 1 elevator separator to N. D. McKinzie, Boulder, Colo., and No. 000 Victor corn sheller to L. Clapp, Hatch, N. M.

### SOUTHEAST.

Blackman & Griffin will engage in the grain and seed business at Wheeling, W. Va.

Newport News, Va., exported more grain during September than during any previous month in the history of the port.

A. Waller & Co., of Henderson, Ky., have bought a No. 5 Cornwall corn cleaner made by the Barnard & Leas Manufacturing Co.

J. D. Manor & Co., of Newmarket, Va., have purchased recently a No. 1 Little Victor corn sheller and cleaner com-

bined of the Barnard & Leas Manufacturing Co.

Preparations to export ten times as much grain through Pensacola, Fla., as last year, are being made by the new lessees of the grain elevator, the R. T. Morrison Grain Co.

### TEXAS.

Send us grain trade news items.

Rice is yielding 20 to 25 barrels to the acre this season in Texas.

The Gibson Cotton Seed Oil Co. has been incorporated at Calvert, Tex.

Houston, Tex., hopes to become an ocean port by the deepening of Buffalo Bay.

Cottonseed is in good demand in Texas and the price has risen to \$10 to \$12 per ton.

E. W. Morten of Farmersville, Tex., writes that corn is shelling well, and moving rapidly.

The Cameron Elevator at Rhome, Tex., was burned Sept. 30, together with 7,500 bushels of wheat.

The storehouse and mill of Cyrus Bros., of Cleburne, Tex., was burned Sept. 25. Loss, \$2,500; no insurance.

The Gulf, Colorado & Santa Fe Railroad has increased the rate on oats from Texas to Mississippi River crossings from 20 to 22½ cents per hundred. It is believed other roads will follow the lead of the Santa Fe.

The United States Government has forwarded a sample of the North Texas wheat, known as Nicaragua, to Lyons, France, to be tested for the manufacture of macaroni, for which it is believed to be adapted.

J. P. Harrison, Sherman, president of the Texas Grain Dealers' Association, writes: Our association is doing splendidly; increasing all the time, and the members are each day realizing more fully its benefits and its importance.

The Texas Railroad Commission on Oct. 10 considers the matter of restricting differentials on grain, grain products and hay, and of canceling and modifying differentials and increased rates in other forms on these commodities.

The state railroad commission on Sept. 27 granted the application of the Texas Grain Dealers' Association for a rate of 12½ cents per hundred on oats to all points within the state, effective Oct. 18. At the same time the carload minimum was raised from 20,000 to 24,000 pounds.

At Farmersville, Tex., a new process sheller of the largest capacity has been put in by E. W. Morten. A new process sheller of the largest capacity has been put in on the Santa Fe tracks by the Morten Grain Co. Aston & Hill have a new process sheller, making three of that style at Farmersville.

Exports from Galveston, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade, aggregated 2,484,000 bushels of wheat and 164,000 bushels of corn, during September. For the first four months of the season the exports have been more than double those of the corresponding months last year.

The Brazos River flood of July 1 is described in Circular No. 10, issued by the United States Department of Agriculture. During eight days an area of 2,300 square miles were inundated a depth of 2 to 20 feet. The flood was the most disastrous ever known, and caused great loss of life and property. The district was well populated. Every acre

of its rich soil was covered with a dense growth of cotton, corn, sugar cane and other crops. E. S. Holmes, Jr., of the Division of Statistics, who visited all the principal points, estimates the total loss at \$7,412,583, or about \$74 for each person in the district.

For several seasons past shippers to Galveston via the Missouri, Kansas & Texas Railroad have suffered loss on account of short weights being reported at the terminal. Suspecting that the grain was stolen on the way, complaints have been made to the railroad officials, but without result. It is now proved that the robberies have been systematically carried on by the Missouri, Kansas & Texas Railroad employees themselves. At Houston, City Detectives Quinn and Kahn have collected evidence implicating a number of men. On the night of Sept. 29, while watching at the freight yards, Quinn and Kahn saw several two-bushel sacks of grain thrown from a moving train to the platform of the South Texas Grain Co. The names of the guilty employees have been reported to the company, which has been asked to prosecute.

### WISCONSIN.

News of interest to the trade is always welcome.

The Wisconsin Elevator Co. is making extensive repairs on its plant at Warren, Wis.

The Huson Bros. & Timm Co. has bought the elevator of A. Schreiner at Plymouth, Wis.

Fire at Muscoda, Wis., recently destroyed the grain and lumber warehouse of John Young.

Ernst & Thompson, of Oconomowoc, Wis., have opened their elevator with D. J. Thompson as buyer.

William Pratt of Independence, Wis., has removed to Utica, Minn., where he will have charge of a grain elevator.

The contract for the masonry and brick work on the Great Northern Elevator at West Superior, Wis., has been awarded to Schmidt Bros.

Harry Hall, son of H. R. Hall, proprietor of a cleaning elevator at West Superior, Wis., had to have his arm amputated as a result of injuries received in the shafting.

The Barnard & Leas Manufacturing Co. has recently sold a Cornwall corn cleaner to the E. H. Pease Mfg. Co., Racine, and a Victor corn sheller to Roy C. Valleau, Janesville, Wis.

W. H. Kuehn, grain dealer of Juneau, Wis., has been receiving 3,000 to 5,000 bushels of grain daily at his elevator. The price paid for barley ranges from 35 to 38 for new and 40 cents for old.

W. H. Lane of Milton has the contract to build the new elevator for G. R. Fetherston at Milton, Wis., on the C., M. & St. P. railroad. The building will be two stories and basement and will be completed Nov. 1.

Chas. D. Snow & Co., Chicago, Oct. 7: The demand for cars to move grain, flour and provisions to the Atlantic continues upon such an enormous scale that some of the trunk-line railroads have issued circulars declining to accept any more freight for the present, and several western railroads have refused to switch their cars to eastern lines, owing to the blockaded condition of the eastern transfer tracks; hence, much of the through-billed grain has been unloaded into elevators.





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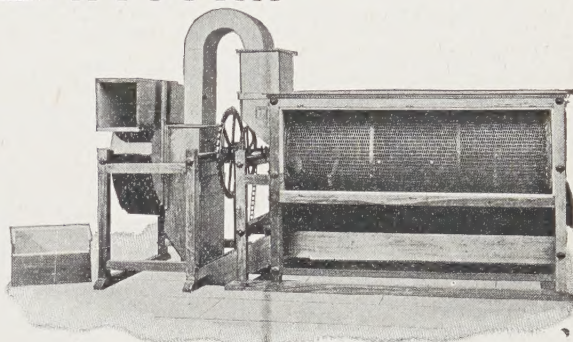
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## GOVERNMENT CROP REPORT.

The October report of John Hyde, statistician of the Department of Agriculture, shows the average condition of corn on October 1 to have been 82.7, as compared with 85.2 one month ago, 82.0 on October 1, 1898; 77.1 at the corresponding date in 1897, and 81.9, the mean of the October averages for the last ten years. No marked change in condition occurred during September in any of the principal corn states, except in Iowa, where an improvement of two points is reported.

Pending the receipt of the customary reports from individual farmers and the result of a careful investigation of conditions in the principal wheat states both spring and winter by a special agent no estimate of the yield of wheat per acre will be made. The final figures, however, both as to acreage and production, will be ready for publication at a much earlier date than has been the case for some years past.

The preliminary estimate of the yield per acre of oats is 30.7 bushels, as compared with 27.8 bushels last year, 28.1 bushels in 1897 and 25.8 bushels the average for the last ten years. The average for quality is 89.5, against 84.5 last year and 87.6 in 1897.

The preliminary estimate of the yield per acre of barley is 27.0 bushels, as compared with 21.6 bushels last year, 24.5 bushels in 1897 and 23.0 bushels the average for the last ten years. The average for quality is 88.4, against 90.6 last year and 87.6 in 1897.

The preliminary estimate of the yield per acre of rye is 14.4 bushels, as compared with 15.6 bushels last year, 16.1 bushels in 1897 and a ten-year average of 13.7 bushels. The average for quality is 90.0, against 90.2 last year and 92.7 in 1897.

The average condition of buckwheat on October 1 was 70.2, as compared with 75.2 the previous month, 76.2 on October 1, 1898; 90.8 at the corresponding date in 1897, and 84.2, the mean of the October averages for the last ten years.

The condition of rice has improved 6 points in Louisiana, 2 points in Florida and 13 points in Texas. The crop has about held its own in North Carolina and there is a decline of 3 points in South Carolina, Georgia and Mississippi and of 13 points in Alabama.

The average condition of cotton on October 1 is 62.4, as compared with 68.5 last month, 75.4 on October 1, 1898, 70 at the corresponding date in 1897, and 73.5, the mean of the October averages for the last ten years.

An increase in the world's available supply of wheat, corn and oats was reported in the Bradstreet weekly compilation of Sept. 19. The increase in wheat was very large, being 6,098,000 bushels.

Atchison, Kan., had a corn carnival Sept. 21. One of the features of the parade was a large number of shocks of corn 20 feet high propelled by men inside. Thousands of visitors came to the city to celebrate the carnival.

Walter Kirwan, of the Kirwan Bros. Grain Co., Baltimore, was in Chicago recently on his way to Des Moines, Peoria and other western grain markets. He expects to attend the meeting of the Western Indiana Division of the Grain Dealers' National Association, at Lafayette, Ind., October 3.

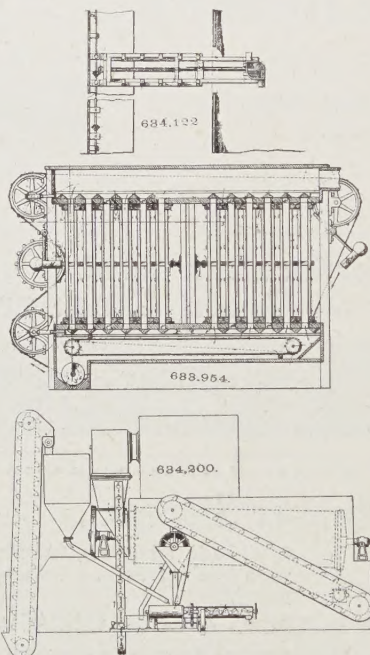
## PATENTS GRANTED

Oscar J. Ziegler, of Freeport, Ill., has been granted letters patent No. 634,052 on a grinding mill and assigned same to the Stover Mfg. Co., of same place.

Frank C. Stuckel, of Racine, Wis., has been granted letters patent No. 634,375 on an automatic weigher and assigned same to the J. I. Case Threshing Machine Co., of same place.

George W. Watson, of Boston, Mass., has been granted letters patent No. 633,675 on a weighing and package filling machine and assigned same to the Electric Scale Co., of Kittery, Me.

Franklin D. Cummer, of Cleveland, Ohio, has been granted letters patent No. 634,199 (see cut) on a mechanical drier. William M. Cummer, administrator of Franklin D. Cummer, has assigned same to F. D. Cummer & Son Co., of same place. The principal features of this drier are a means of passing the material to be dried through a drying chamber, which dries it more or less completely, then sorting out the dry portions and the mixing and redrying the undried particles with new material.



Paul Eberwein, of Jackson, Mich., has been granted letters patent No. 633,954 (see cut) on a dust collector. The principal feature of this collector is an upper chamber which receives the dust laden air and a lower chamber which receives the separated dust, a number of upright filtering chambers arranged between the said chambers and communicating with them, an upper and lower cut-off device arranged to open the passages by which the filtering chambers communicate with the upper chamber while closing the passages that communicate with the lower chamber and vice versa.

John C. McIntosh, of Graymont, Ill., has been granted letters patent No. 634,122 (see cut) on an apparatus for loading grain cars and assigned one-half to Albert Meierhofer, of Minonk, Ill. This loader is the combination with a line shaft attached to an elevator under the loading spouts, of a carrying

frame shiftable with relation to the line shaft, so as to occupy different positions along its length. There is a distributor-casing at the end of a telescoping shaft that is geared to the line shaft, and a means to feed the grain into the distributing case from which it is thrown to either end of the car.

## COBS.

Michigan farmers marketed 820,371 bushels of wheat during September, as reported by Justus S. Stearns, secretary of state. The total marketed during August and September is 1,533,000 bushels, which is less by 2,334,000 bushels than the quantity marketed during the same months last year.

The biggest cornfield in the state of Illinois, or in the world, is situated near Ava. It comprises 6,000 acres and will yield this season 100 bushels per acre. The corn grows in the alluvial soil which formerly was the bed of a shallow lake recently reclaimed by drainage. The corn stands 15 feet high.

We have received a very neat pin tray made by Crane Bros., manufacturers of linenoid seamless goods. This material is light, strong and made into a great variety of goods. Anyone interested in this line can obtain a catalogue of the linenoid seamless goods and a pin tray free by addressing Crane Bros., Westfield, Mass.

An Ohio shipper writes: Hay consumers know to their sorrow that there is a country shipper between Chicago and Pittsburg who buys rotten hay, has it shipped in bales, tears them apart, puts it in the middle and uses No. 1 timothy hay for the outside, which is one of the biggest frauds going. The poor consumer gets the worst of it.

Secretary Geo. F. Stone, of the Chicago Board of Trade, reports the visible supply of grain October 7 as consisting of 44,320,000 bushels of wheat, 14,750,000 bushels of corn, 6,600,000 bushels of oats and 806,000 bushels of rye and 1,731,000 bushels of barley, compared with 12,210,000 bushels of wheat, 22,201,000 bushels of corn, 5,469,000 bushels of oats, 718,000 bushels of rye and 2,319,000 bushels of barley, on the corresponding date a year ago.

One of the principal occupations of the natives in the land won for Uncle Sam by Dewey's ships is the culture of rice. The methods are primitive. The plow is of wood, and the draft animal is the carabao. In June, after the ground has been prepared and flooded, the rice is transplanted by hand. This work is done by women, who also hull the rice by beating with mallets. But rice growing in the Philippines is on the decline, the lands formerly devoted to this crop having been converted into more profitable sugar plantations.

Dr. Hopkins, chemist of the Illinois Agricultural Station at Urbana, has been experimenting for three years with a view to developing different varieties of corn by selection of seed. The results are promising. It has been found practicable to select corn by mechanical examination, with either high or low content of either protein, fat, or starch. Further investigations seem necessary and are in progress to determine more accurately the best methods and more definitely the possibilities of improvement in the composition of corn. It is possible that the value of the corn crop will be enormously increased.





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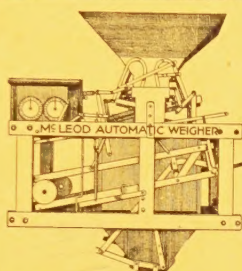
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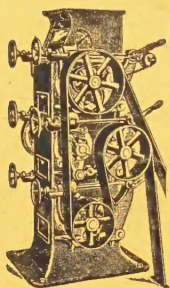
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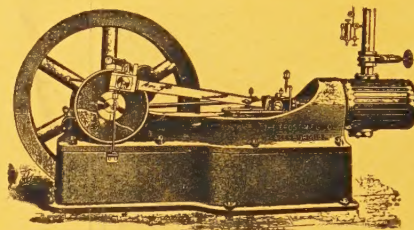
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